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1991 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

TABLE OF CONTENTS

A		1991 AHMA Government Relations Survey Summary for Manufacturers
B		Survey Summary (Continued)
C		Survey Summary (Continued)
D		Survey Summary (Continued)
E		Survey Summary (Continued)
F		Survey Summary (Continued)
G		Survey Summary (Continued)
H		Survey Summary (Continued)
TABLE 1	Q.1 -	Product line(s) manufactured
TABLE 2	Q.2 -	Annual volume of product lines manufactured
TABLE 3	Q.3 -	Number of employees
TABLE 4	Q.3 -	Percentage of part time employees
TABLE 5	Q.4 -	Union Status
TABLE 6	Q.5 -	Whether company plans to increase number of employees in 1991
TABLE 7	Q.5 -	Percentage increase of new employees in 1991
TABLE 8	Q.6 -	Whether company foresees an increase in direct employee wage costs in 1991
TABLE 9	Q.6 -	Percentage increase company foresees in direct employee wage costs
TABLE 10	Q.7 -	Percentage of employee expense attributed to indirect cost: "Health benefits"
TABLE 11	Q.7 -	Percentage of employee expense attributed to indirect costs: "Pensions"

TABLE 12 Q.7 - Percentage of employee expense attributed tc indirect cost: "Other"

TABLE 13 Q.8 - Whether firm expects an increase in unit sales in 1991

TABLE 14 Q.8 - Estimate percentage of increase in sales unit

TABLE 15 Q.9 - Percentage increase in dollar sales volume firm expects in 1991

TABLE 16 Q.9 - Estimate percentage of increase in dollar volume

TABLE 17 Q.10- Whether firm plans to increase plant and equipment purchases in 1991

TABLE 18 Q.11- Estimate percentage of increase plant and equipment purchases

TABLE 19 Q.11- Whether firm plans to expand its physical plant in 1991

TABLE 20 Q.12- Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of inflation"

TABLE 21 Q.12- Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of unemployment"

TABLE 22 Q.12- Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of gross national product"

TABLE 23 Q.12- Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of prime interest rate"

TABLE 24 Q.13- Rank the issue in its order of importance: "Reduce FICA, FUTA and Medicaid taxes"

TABLE 25 Q.13- Rank the issue in its order of importance: "Restore investment tax credit"

TABLE 26 Q.13- Rank the issue in its order of importance: "Restore accelerated depreciation"

TABLE 27 Q.13- Rank the issue in its order of importance: "Eliminate current alternative minimum tax"

TABLE 28 Q.13- Rank the issue in its order of importance: "Eliminate double taxation of corporate dividends"

TABLE 29 Q.13- Rank the issue in its order of importance: "Payroll tax simplification"

TABLE 30 Q.13- Rank the issue in its order of importance: "Restore IRA deduction"

TABLE 31 Q.13- Rank the issue in its order of importance: "Restore energy tax credit"

TABLE 32 Q.13- Rank the issue in its order of importance: "Capital gains tax reform"

TABLE 33 Q.14- Whether company has had problems with Federal, State, or local government in the last year regarding: "Air pollution"

TABLE 34 Q.14- Whether company has had problems with Federal, State, or local government in the last year regarding: "Disposal of hazardous waste"

TABLE 35 Q.14- Whether company has had problems with Federal State, or local government in the last year regarding: "Disposal of non-hazardous waste"

TABLE 36 Q.14- Whether company has had problems with Federal State, or local government in the last year regarding: "Regulation of underground storage tanks"

TABLE 37 Q.14- Whether company has had problems with Federal State, or local government in the last year regarding: "Informing community about the use of hazardous substance"

TABLE 38 Q.14- Whether company has had problems with Federal State, or local government in the last year regarding: "Informing workers about the use of hazardous substances"

TABLE 39 Q.15- Whether firm had problems securing financing because of lender liability for environmental problems

TABLE 40 Q.16A- Whether firm uses recycled materials in products

TABLE 41 Q.16B- Whether firm uses recycled materials in packaging

TABLE 42 Q.17A- Rank the option as to its desirability as a method to control disposal: "Tax at point of production on non-recyclable materials"

TABLE 43 Q.17A- Rank the option as to its desirability as a method to control disposal: "Establish national standards for product and packaging design"

TABLE 44 Q.17A- Rank the option as to its desirability as a method to control disposal: "Provide tax incentive for use of recycled materials"

TABLE 45 Q.17A- Rank the option as to its desirability as a method to control disposal: "Impose tax on purchases of non-recyclable products at point of sale"

TABLE 46 Q.17A- Rank option as to its desirability as a method to control disposal: "Intensify consumer education and awareness"

TABLE 47 Q.18- Impact imports had on company's sales in 1990

TABLE 48 Q.19A- Assessment of reasons for import penetration in the domestic hardlines industry: "Price of import"

TABLE 49 Q.19B- Assessment of reasons for import penetration in the domestic hardlines industry: "Value of U.S. Dollar"

TABLE 50 Q.19C- Assessment of reasons for import penetration in the domestic hardlines industry: "Quality of imports"

TABLE 51 Q.19D- Assessment of reasons for import penetration in the domestic hardlines industry: "Non-competitive U.S. labor costs"

TABLE 52 Q.19E- Assessment of reasons for import penetration in the domestic hardlines industry: "Consumer acceptance of imports"

TABLE 53 Q.19.F- Assessment of reasons for import penetration in the domestic hardlines industry: "Unfair foreign trade practices"

TABLE 54 Q.19G- Assessment of reasons for import penetration in the domestic hardlines industry: "Customer's lack of understanding of total procurement costs"

TABLE 55 Q.20- Whether company currently exports

TABLE 56 Q.20- Percentage of firm's total dollar sales from export

TABLE 57 Q.21- Assessment of what impact will be from establishment of a unified European community common market in 1992 on firm's ability to export

TABLE 58 Q.22- Whether company is forecasting higher export sales in 1991

TABLE 59 Q.22- Estimate of percentage increase of these sales

TABLE 60	Q.23-	Trend of company's export sales in 1990 compared with previous year
TABLE 61	Q.24-	Countries whose exports are the toughest foreign competition for company
TABLE 62	Q.25-	Percentage of company's raw materials produced overseas
TABLE 63	Q.25-	Percentage of company's finished products produced overseas
TABLE 64	Q.25-	Percentage of company's components produced overseas
TABLE 65	Q.26-	Percentage of export sales made to Canada
TABLE 66	Q.27-	Effect the enactment of the U.S.-Canadian Free Trade Treaty has had on firm's sales to Canada
TABLE 67	Q.28-	Whether company initiated legal action to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer in 1990
TABLE 68	Q.29-	Whether company places "Made in U.S.A." or similar designation on its "products" produced in this country
TABLE 69	Q.29-	Whether company places "Made in U.S.A." or similar designation on its "packaging" produced in this country
TABLE 70	Q.30-	Whether company has obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products
TABLE 71	Q.31-	Whether company's product liability insurance premiums increased over the past year
TABLE 72	Q.31-	Estimate of increase in liability insurance premiums
TABLE 73	Q.31-	Estimate of decrease in liability insurance premiums
TABLE 74	Q.32-	Whether company's product liability coverage has changed in 1990: "Coverage"
TABLE 75	Q.32-	Whether company's product liability coverage has changed in 1990: "Amount of deductible"
TABLE 76	Q.33-	Company's recent experience with product liability litigation

TABLE 77	Q.33-	Estimate of the number of pending law suits
TABLE 78	Q.34A-	Believe a national health insurance plan will lead to reduce insurance rates for all
TABLE 79	Q.34B-	Percentage of employees' insurance premiums should employers pay for: "Employee"
TABLE 80	Q.34B-	Percentage of employees' insurance premiums should employers pay for: "Family"
TABLE 81	Q.34C-	Role doctors/hospitals play in effecting this issue
TABLE 82	Q.34D-	Role insurance companies play in effecting this issue
TABLE 83	Q.35-	Company's monthly contribution to each employee's health care insurance for: "Family Plan"
TABLE 84	Q.35-	Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee"
TABLE 85	Q.35-	Company's monthly contribution to each employee's health care insurance for: "Individual plan"
TABLE 86	Q.35-	Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee"
TABLE 87	Q.36-	Agencies which are creating the most problems for your business
TABLE 88	Q.37-	Whether company has been subjected to an IRS audit in 1990
TABLE 89	Q.37-	Outcome of IRS audit
TABLE 90	Q.37-	Whether company has been subjected to a OSHA inspection in 1990
TABLE 91	Q.37-	Outcome of OSHA audit
TABLE 92	Q.37-	Whether company has been subjected to an EPA investigation in 1990
TABLE 93	Q.37-	Outcome of EPA investigation
TABLE 94	Q.38-	Who is to blame for the federal budget breakdown of 1990
TABLE 95	Q.39-	Whether favor political contribution reform

TABLE 96 Q.39- Whether favor term limits on members of congress

TABLE 97 Q.39- Whether favor a single six-year term for the president

TABLE 98 Q.40- Rate the business lobby's performance during the 101st Congress

TABLE 99 Q.41- Evaluate the AHMA Government relations information you have received

TABLE 100 Q.42- Whether company conducted a "get out the vote" campaign

TABLE 101 Q.43- Whether a congressional candidate visited your plant in 1990

TABLE 102 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Tax policy issues"

TABLE 103 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Environment issues"

TABLE 104 Q.44- Assessment of importance on issues feel most critical to business in 1991: "International trade issues"

TABLE 105 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Patent/Trademark/Copyright issues"

TABLE 106 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Product liability issues"

TABLE 107 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Labor issues"

TABLE 108 Q.44- Assessment of importance on issues feel most critical to business in 1991: "Paperwork issues"

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

■ GENERAL AND BUSINESS DATA

1. Product line(s) manufactured by your firm:

9.8 Building Materials	22.2 Lawn & Garden
31.1 Hardware	16.4 Plumbing & Electrical
25.8 Hand & Power Tools	17.3 Paint & Sundries
5.3 Automotive, Toys & Sport	12.0 Housewares

2. Annual volume of those product lines indicated above:

23.2 Under $5 million	12.5 $25-$50 million
16.5 $5-$10 million	25.0 Over $50 million
22.8 $10-$25 million	

3. Number of employees:

40.0 Under 100	10.2 Over 1,000
39.6 100-500	5.3 % of employees who are part-time (e.g. less than 25 hours/week)
10.2 500-1,000	

4. Union status:

- 13.4 Unionized
- 17.0 Partially unionized
- 69.6 No union

5. Do you have plans to increase the number of new employees in 1991?

33.5 Yes 66.5 No

If "yes," what percentage increase? 8.3 %

6. Does your company foresee an increase in direct employee wage costs in 1991?

92.0 Yes 8.0 No

If "yes," what percentage increase? 4.8 %

7. What percentage of employee expense is attributed to indirect costs?

- Health benefits 19.4 %
- Pensions 9.3 %
- Other 12.3 %

■ GENERAL AND BUSINESS DATA (Continued)

8. Does your firm expect an increase in unit sales in 1991?

   74.3 Yes 25.7 No

   If "yes," estimate percentage of increase 11.6%

9. Does your firm expect an icrease in dollar sales volume in 1991?

   77.5 Yes 22.5 No

   If "yes," estimate percentage of increase 13.0%

10. Does your firm plan to increase plant and equipment purchases in 1991?

    41.7 Yes 58.3 No

    If "yes," by what percentage of sales volume? 7.7%

11. Does your firm plan to expand its physical plant in 1991?

    18.9 Yes 81.1 No

12. Please enter your forecast for 1991 for the following economic indices (on a 12-month average basis) by percentage:

    5.3% Inflation 1.9 % Gross national product

    6.6% Unemployment 9.3 % Prime interest rate

■ TAX POLICY

13. Please rank the following issues in their order of importance to you (Number 1-most important, Number 9-least important. Use each number only once):

    4 Reduce FICA, FUTA, and MEDICAID taxes

    1 Restore investment tax credit

    2 Restore accelerated depreciation

    8 Eliminate current alternative minimum tax

    5 Eliminate double taxation of corporate dividends

    7 Payroll tax simplification

    6 Restore IRA deduction

    9 Restore energy tax credit

    3 Capital gains tax reform

■ ENVIRONMENTAL ISSUES

14. In the last year have you had a problem with the federal, state or local government regarding:

Air pollution	14.0 Yes	86.0 No
Disposal of hazardous waste	30.6 Yes	69.4 No
Disposal of non-hazardous waste	25.1 Yes	74.9 No
Regulation of Underground Storage Tanks	23.7 Yes	76.3 No
Informing community about the use of hazardous substance, e.g. chemicals (Community Right-to-Know)	12.1 Yes	87.9 No
Informing workers about the use of hazardous substances (Hazardous Communication Standards)	15.4 Yes	84.6 No

15. Have you had any problem securing financing because of lender liability for environmental problems?

7.6 Yes 92.4 No

16. Some environmental advocates are calling for stricter rules for the disposal of products and packaging.

a. Do you use recycled materials in your products?

57.4 Yes 42.6 No

b. Do you use recycled materials in your packaging?

65.0 Yes 35.0 No

17. Rank the following options as to the desirability as a method to control disposal. (1-most acceptable, 5-least acceptable. Use each number only once.)

5 Tax at point of production on non-recyclable materials

3 Establish national standards for product and packaging design

1 Provide tax incentive for use of recycled materials

4 Impose tax on purchases of non-recyclable products at point of sale

2 Intensify consumer education and awareness

■ INTERNATIONAL TRADE

18. What effect have imports had on your company's sales in 1990?

21.3 A significant impact

43.6 A minor but growing impact

35.1 No impact at all

19. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	82.1	16.4	1.4
b. Value of U.S. dollar	47.3	44.9	7.8
c. Quality of imports	31.7	46.3	22.0
d. Non-competitive U.S. labor costs	55.8	37.9	6.3
e. Consumer acceptance of imports	45.9	42.9	11.2
f. Unfair foreign trade practices	47.5	37.3	15.2
g. Customers lack of understanding of total procurement costs (domestic vs. imports)	33.7	33.2	33.2

20. Does your company currently export?

85.7 Yes 14.3 No

If "yes," what percentage of your firm's total dollar sales are from exports? 7.9 %

21. What do you believe the impact will be from establishment of a unified European Community common market in 1992 (EC '92) on your ability to export?

19.0 More restrictive 28.1 No change

19.0 Less restrictive 33.9 Don't know

22. Is your company forecasting higher export sales in 1991?

61.3 Yes 38.7 No

If "yes," what is your estimate of the percentage increase of these sales? 16.7 %

23. What has been the trend of your company's export sales in 1990 compared with the previous year?

22.5 Significant increase 7.4 Small decline

40.2 Slight increase 3.4 Significant decline

26.5 Stable

■ INTERNATIONAL TRADE (Continued)

24. Please list three countries whose exports are the toughest foreign competition for your company:

    1. Taiwan
    2. Japan
    3. Korea

25. What percentage of your company's raw materials, components, and finished products are produced overseas?

    8.5 % Raw Materials

    8.3 % Finished Products

    5.8 % Components

26. What percentage of your export sales are made to Canada? 27.3%

27. What effect has the enactment of the U.S.-Canadian Free Trade Treaty had on your sales to Canada?

    25.0 Increase

    2.4 Decrease

    72.6 No change

■ PATENTS/TRADEMARKS/COPYRIGHT ISSUES

28. Did your company initiate legal action during 1990 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

    18.1 Yes 81.9 No

29. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product	61.0 Yes	39.0 No
Packaging	77.7 Yes	22.3 No

30. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

    21.0 Yes 79.0 No

■ PRODUCT LIABILITY

31. What has been your company's experience with product liability insurance premiums in 1990 compared to the previous year?

48.4 Increased	17.7 % Estimate of increase
7.7 Decreased	8.2 % Estimate of decrease
43.9 No change	

32. Did your company's product liability coverage change in 1990?

Coverage:	Amount of deductible:
3.9 Decreased	19.1 Increased
96.1 No change	80.9 No change

33. What has been your company's recent experience with product liability litigation?

24.0 Increasing

3.2 Decreasing

72.8 No change

Estimate number of pending lawsuits 4.2

■ LABOR ISSUES

34. Health insurance will again be a dominating topic of discussion in the 102nd Congress.

a. Do you believe a national health insurance plan will lead to reduced insurance rates for all?

Yes 33.6 No 66.4

b. What percentage of employees' insurance premiums should employers pay for?

Employee 73.3 % Family 50.8 %

c. What role do doctors/hospitals play in affecting this issue?

68.5 Major 28.3 Significant 2.7 Modest .5 None

d. What role do insurance companies play in affecting this issue?

61.0 Major 30.7 Significant 7.3 Modest .9 None

35. Company's monthly contribution to each employee's health care insurance for:

Family plan 67.1 %	Average cost to company per covered employee $209. per month
Individual plan 83.8 %	Average cost to company per covered employee $144. per month

■ PAPERWORK

36. Identify those agencies which you believe are creating the most problems for your business.

42.2	IRS	12.8	Transportation
46.5	OSHA	9.6	Commerce
65.8	EPA	8.0	Other

37. In 1990, had your company been subjected to an:

a. IRS Audit

Yes 14.2 No 85.8

If "yes," what was the outcome?

Favorable 53.3 Fine/Penalty Assessed 20.0 Still Pending 26.7

a. OSHA Inspection

Yes 47.9 No 52.1

If "yes," what was the outcome?

Favorable 78.0 Fine/Penalty Assessed 16.0 Still Pending 6.0

a. EPA Investigation

Yes 38.0 No 62.0

If "yes," what was the outcome?

Favorable 60.0 Fine/Penalty Assessed 8.8 Still Pending 31.3

■ PUBLIC POLICY

38. Who do you blame for the federal budget breakdown of 1990?

- 32.0 Democrats in Congress
- 5.0 Republicans in Congress
- 43.2 Both Democrats and Republicans
- 6.3 The President
- 37.4 The President and Congress

39. Do you favor:

Political contribution reform?	89.2 Yes	10.8 No
Term limits on members of Congress?	86.3 Yes	13.7 No
A single six-year term for the President?	45.4 Yes	54.6 No

■ PUBLIC POLICY (Continued)

40. How do you rate the business lobby's performance during the 101st Congress?

2.8 Excellent

18.1 Above Average

54.9 Average

14.0 Fair

10.2 Below Average

41. How do you evaluate the AHMA government relations information you have received?

21.5 Excellent

53.3 Above Average

20.6 Average

3.3 Fair

1.4 Below Average

42. Did your company conduct a "get out the vote" campaign?

24.2 Yes 75.8 No

43. Did a congressional candidate visit your plant in 1990?

7.6 Yes 92.4 No

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

■ ISSUE PRIORITY

44. Of the following topics included in this survey, please rank, in order of importance to you (Number 1-most important, 7-least important. Use each number only once), the issues you feel most critical to your business in 1991:

Tax Policy Issues	1
Environmental Issues	2
International Trade Issues	5
Patent/Trademark/Copyright Issues	7
Product Liability Issues	3
Labor Issues	4
Paperwork Issues	6

GENERAL AND BUSINESS DATA
Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
TOTAL ANSWERING	225	22	70	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
BUILDING MATERIALS	22	22	10	0	0	7	3	7	4
	9.8%	100.0%	14.3%	-%	-%	14.0%	8.1%	17.9%	14.8%
HARDWARE	70	10	70	4	7	13	4	7	11
	31.1%	45.5%	100.0%	6.9%	58.3%	26.0%	10.8%	17.9%	40.7%
HAND & POWER TOOLS	58	0	4	58	1	4	2	4	2
	25.8%	-%	5.7%	100.0%	8.3%	8.0%	5.4%	10.3%	7.4%
AUTOMOTIVE, TOYS & SPORT	12	0	7	1	12	3	0	2	3
	5.3%	-%	10.0%	1.7%	100.0%	6.0%	-%	5.1%	11.1%
LAWN & GARDEN	50	7	13	4	3	50	5	5	10
	22.2%	31.8%	18.6%	6.9%	25.0%	100.0%	13.5%	12.8%	37.0%
PLUMBING & ELECTRICAL	37	3	4	2	0	5	37	2	2
	16.4%	13.6%	5.7%	3.4%	-%	10.0%	100.0%	5.1%	7.4%
PAINT & SUNDRIES	39	7	7	4	2	5	2	39	6
	17.3%	31.8%	10.0%	6.9%	16.7%	10.0%	5.4%	100.0%	22.2%
HOUSEWARES	27	4	11	2	3	10	2	6	27
	12.0%	18.2%	15.7%	3.4%	25.0%	20.0%	5.4%	15.4%	100.0%
SIGMA	315	53	126	75	28	97	55	72	65
	139.9	240.9	180.0	129.2	233.3	194.0	148.6	184.5	240.6

GENERAL AND BUSINESS DATA
Q.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	0	0	0	0	1	1	0	0
TOTAL ANSWERING	224	22	70	58	12	49	36	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $5 MILLION	52	4	15	17	3	12	8	8	6
	23.2%	18.2%	21.4%	29.3%	25.0%	24.5%	22.2%	20.5%	22.2%
$5 - $10 MILLION	37	5	11	10	2	4	3	9	6
	16.5%	22.7%	15.7%	17.2%	16.7%	8.2%	8.3%	23.1%	22.2%
$10 - $25 MILLION	51	3	18	11	2	16	6	9	5
	22.8%	13.6%	25.7%	19.0%	16.7%	32.7%	16.7%	23.1%	18.5%
$25 - $50 MILLION	28	2	9	7	2	4	7	5	2
	12.5%	9.1%	12.9%	12.1%	16.7%	8.2%	19.4%	12.8%	7.4%
OVER $50 MILLION	56	8	17	13	3	13	12	8	8
	25.0%	36.4%	24.3%	22.4%	25.0%	26.5%	33.3%	20.5%	29.6%
SIGMA	224	22	70	58	12	49	36	39	27
	100.0	100.0	100.0	100.0	100.1	100.1	99.9	100.0	99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 3

GENERAL AND BUSINESS DATA
Q.3- NUMBER OF EMPLOYEES

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
TOTAL ANSWERING	225	22	70	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER 100	90	10	29	22	5	18	10	23	10
	40.0%	45.5%	41.4%	37.9%	41.7%	36.0%	27.0%	59.0%	37.0%
100 - 500	89	6	26	26	3	23	18	8	7
	39.6%	27.3%	37.1%	44.8%	25.0%	46.0%	48.6%	20.5%	25.9%
500 - 1,000	23	3	6	4	2	5	4	6	5
	10.2%	13.6%	8.6%	6.9%	16.7%	10.0%	10.8%	15.4%	18.5%
OVER 1,000	23	3	9	6	2	4	5	2	5
	10.2%	13.6%	12.9%	10.3%	16.7%	8.0%	13.5%	5.1%	18.5%
SIGMA	225	22	70	58	12	50	37	39	27
	100.0	100.0	100.0	99.9	100.1	100.0	99.9	100.0	99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	198	19	62	52	10	42	32	35	21
TOTAL ANSWERING	27	3	8	6	2	8	5	4	6
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	9	1	2	1	1	3	3	1	1
	33.3%	33.3%	25.0%	16.7%	50.0%	37.5%	60.0%	25.0%	16.7%
1%	4	0	2	2	1	0	0	0	0
	14.8%	-%	25.0%	33.3%	50.0%	-%	-%	-%	-%
2%	4	1	1	1	0	1	0	0	1
	14.8%	33.3%	12.5%	16.7%	-%	12.5%	-%	-%	16.7%
3%	1	0	0	1	0	0	0	0	0
	3.7%	-%	-%	16.7%	-%	-%	-%	-%	-%
5%	3	0	2	1	0	2	1	0	1
	11.1%	-%	25.0%	16.7%	-%	25.0%	20.0%	-%	16.7%
10%	3	0	0	0	0	2	1	2	2
	11.1%	-%	-%	-%	-%	25.0%	20.0%	50.0%	33.3%
12%	1	1	1	0	0	0	0	0	0
	3.7%	33.3%	12.5%	-%	-%	-%	-%	-%	-%
20%	1	0	0	0	0	0	0	1	0
	3.7%	-%	-%	-%	-%	-%	-%	25.0%	-%
50%	1	0	0	0	0	0	0	0	1
	3.7%	-%	-%	-%	-%	-%	-%	-%	16.7%
BASE	27	3	8	6	2	8	5	4	6

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 4/2

GENERAL AND BUSINESS DATA
Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.26	4.67	3.25	2.00	.50	4.00	3.00	10.00	12.83
SIGMA	27	3	8	6	2	8	5	4	6
	99.9	99.9	100.0	100.1	100.0	100.0	100.0	100.0	100.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.4- UNION STATUS:

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	1	1	0	0	0	0	0	0
TOTAL ANSWERING	224	21	69	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNIONIZED	30	4	8	9	1	8	4	4	6
	13.4%	19.0%	11.6%	15.5%	8.3%	16.0%	10.8%	10.3%	22.2%
PARTIALLY UNIONIZED	38	7	9	7	3	9	8	10	5
	17.0%	33.3%	13.0%	12.1%	25.0%	18.0%	21.6%	25.6%	18.5%
NO UNION	156	10	52	42	8	33	25	25	16
	69.6%	47.6%	75.4%	72.4%	66.7%	66.0%	67.6%	64.1%	59.3%
SIGMA	224	21	69	58	12	50	37	39	27
	100.0	99.9	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER OF EMPLOYEES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	1	1	0	0	0	0	0	0
TOTAL ANSWERING	224	21	69	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	75	6	22	18	10	16	12	11	10
	33.5%	28.6%	31.9%	31.0%	83.3%	32.0%	32.4%	28.2%	37.0%
NO	149	15	47	40	2	34	25	28	17
	66.5%	71.4%	68.1%	69.0%	16.7%	68.0%	67.6%	71.8%	63.0%
SIGMA	224	21	69	58	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 7

GENERAL AND BUSINESS DATA
Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1991

BASE: PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	75	6	22	18	10	16	12	11	10
NO ANSWER	6	0	1	3	1	2	0	0	2
TOTAL ANSWERING	69	6	21	15	9	14	12	11	8
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	1	0	0	0	0	1	0	0	0
	1.4%	-%	-%	-%	-%	7.1%	-%	-%	-%
2%	5	0	3	2	1	0	1	0	0
	7.2%	-%	14.3%	13.3%	11.1%	-%	8.3%	-%	-%
3%	4	1	2	1	1	0	0	0	1
	5.8%	16.7%	9.5%	6.7%	11.1%	-%	-%	-%	12.5%
4%	2	0	0	1	0	0	0	1	0
	2.9%	-%	-%	6.7%	-%	-%	-%	9.1%	-%
5%	21	3	7	4	2	4	5	5	3
	30.4%	50.0%	33.3%	26.7%	22.2%	28.6%	41.7%	45.5%	37.5%
6%	1	0	0	0	0	0	1	0	0
	1.4%	-%	-%	-%	-%	-%	8.3%	-%	-%
7%	1	0	0	1	0	0	0	0	0
	1.4%	-%	-%	6.7%	-%	-%	-%	-%	-%
8%	2	0	1	0	1	0	0	1	0
	2.9%	-%	4.8%	-%	11.1%	-%	-%	9.1%	-%
10%	24	2	7	5	3	8	3	3	2
	34.8%	33.3%	33.3%	33.3%	33.3%	57.1%	25.0%	27.3%	25.0%
15%	5	0	0	1	1	1	1	1	1
	7.2%	-%	-%	6.7%	11.1%	7.1%	8.3%	9.1%	12.5%
20%	1	0	0	0	0	0	1	0	0
	1.4%	-%	-%	-%	-%	-%	8.3%	-%	-%
25%	1	0	1	0	0	0	0	0	0
	1.4%	-%	4.8%	-%	-%	-%	-%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1991

BASE: PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
50%	1 1.4%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 12.5%
BASE	69	6	21	15	9	14	12	11	8
MEAN	8.33	6.33	7.14	6.87	7.56	8.29	8.17	7.45	12.88
SIGMA	69 99.6	6 100.0	21 100.0	15 100.1	9 99.9	14 99.9	12 99.9	11 100.1	8 100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.6- WHETHER COMPANY FORESEES AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
TOTAL ANSWERING	225	22	70	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	207	19	64	56	11	43	35	35	26
	92.0%	86.4%	91.4%	96.6%	91.7%	86.0%	94.6%	89.7%	96.3%
NO	18	3	6	2	1	7	2	4	1
	8.0%	13.6%	8.6%	3.4%	8.3%	14.0%	5.4%	10.3%	3.7%
SIGMA	225	22	70	58	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 9

GENERAL AND BUSINESS DATA
Q.6- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

BASE: FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	207	19	64	56	11	43	35	35	26
NO ANSWER	13	2	4	4	0	2	2	2	2
TOTAL ANSWERING	194	17	60	52	11	41	33	33	24
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	1	1	1	0	0	1	0	0	0
	.5%	5.9%	1.7%	-%	-%	2.4%	-%	-%	-%
2%	5	0	1	3	1	0	1	0	0
	2.6%	-%	1.7%	5.8%	9.1%	-%	3.0%	-%	-%
3%	20	1	5	8	0	4	3	3	1
	10.3%	5.9%	8.3%	15.4%	-%	9.8%	9.1%	9.1%	4.2%
4%	56	5	21	17	3	15	11	10	9
	28.9%	29.4%	35.0%	32.7%	27.3%	36.6%	33.3%	30.3%	37.5%
5%	78	7	26	15	5	13	11	15	11
	40.2%	41.2%	43.3%	28.8%	45.5%	31.7%	33.3%	45.5%	45.8%
6%	20	3	4	7	2	3	3	2	2
	10.3%	17.6%	6.7%	13.5%	18.2%	7.3%	9.1%	6.1%	8.3%
7%	3	0	1	0	0	0	0	2	1
	1.5%	-%	1.7%	-%	-%	-%	-%	6.1%	4.2%
8%	4	0	1	0	0	2	3	0	0
	2.1%	-%	1.7%	-%	-%	4.9%	9.1%	-%	-%
9%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	3.0%	-%	-%
10%	5	0	0	2	0	2	0	1	0
	2.6%	-%	-%	3.8%	-%	4.9%	-%	3.0%	-%
15%	1	0	0	0	0	1	0	0	0
	.5%	-%	-%	-%	-%	2.4%	-%	-%	-%

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.6- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

BASE: FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
BASE	194	17	60	52	11	41	33	33	24
MEAN	4.80	4.53	4.52	4.52	4.64	5.05	4.88	4.85	4.71
SIGMA	194	17	60	52	11	41	33	33	24
	100.0	100.0	100.1	100.0	100.1	100.0	99.9	100.1	100.0

*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 10

GENERAL AND BUSINESS DATA

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	64	6	23	14	6	12	13	10	6
TOTAL ANSWERING	161	16	47	44	6	38	24	29	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
HEALTH BENEFITS									
0%	3	0	1	0	0	2	0	0	0
	1.9%	-%	2.1%	-%	-%	5.3%	-%	-%	-%
1-4%	9	0	2	5	0	1	0	2	1
	5.6%	-%	4.3%	11.4%	-%	2.6%	-%	6.9%	4.8%
5-9%	31	0	9	8	1	8	6	4	4
	19.3%	-%	19.1%	18.2%	16.7%	21.1%	25.0%	13.8%	19.0%
10-14%	44	5	13	11	2	9	9	5	4
	27.3%	31.3%	27.7%	25.0%	33.3%	23.7%	37.5%	17.2%	19.0%
15-19%	18	3	8	5	0	3	1	5	3
	11.2%	18.8%	17.0%	11.4%	-%	7.9%	4.2%	17.2%	14.3%
20-29%	27	4	8	4	2	9	4	5	7
	16.8%	25.0%	17.0%	9.1%	33.3%	23.7%	16.7%	17.2%	33.3%
30-39%	13	2	2	5	0	3	2	5	2
	8.1%	12.5%	4.3%	11.4%	-%	7.9%	8.3%	17.2%	9.5%
40-49%	2	1	1	1	0	1	0	1	0
	1.2%	6.3%	2.1%	2.3%	-%	2.6%	-%	3.4%	-%
50-59%	4	0	1	3	0	0	0	0	0
	2.5%	-%	2.1%	6.8%	-%	-%	-%	-%	-%
60-69%	1	0	0	0	0	0	0	1	0
	.6%	-%	-%	-%	-%	-%	-%	3.4%	-%
70-79%	3	1	1	0	0	1	1	0	0
	1.9%	6.3%	2.1%	-%	-%	2.6%	4.2%	-%	-%

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GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
80-89%	2 1.2%	0 -%	1 2.1%	0 -%	0 -%	0 -%	1 4.2%	0 -%	0 -%
100%	4 2.5%	0 -%	0 -%	2 4.5%	1 16.7%	1 2.6%	0 -%	1 3.4%	0 -%
BASE	161	16	47	44	6	38	24	29	21
MEAN	19.39	22.56	17.49	20.55	28.33	18.50	19.33	21.17	16.43
SIGMA	161 100.1	16 100.2	47 99.9	44 100.1	6 100.0	38 100.0	24 100.1	29 99.7	21 99.9

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GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: PENSIONS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	97	8	29	24	6	15	18	16	11
TOTAL ANSWERING	128	14	41	34	6	35	19	23	16
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PENSIONS									
0%	20	3	8	1	0	8	2	2	2
	15.6%	21.4%	19.5%	2.9%	-%	22.9%	10.5%	8.7%	12.5%
1-4%	35	1	13	9	1	9	4	7	5
	27.3%	7.1%	31.7%	26.5%	16.7%	25.7%	21.1%	30.4%	31.3%
5-9%	40	4	11	13	2	14	7	7	7
	31.3%	28.6%	26.8%	38.2%	33.3%	40.0%	36.8%	30.4%	43.8%
10-14%	19	4	6	7	2	3	3	4	2
	14.8%	28.6%	14.6%	20.6%	33.3%	8.6%	15.8%	17.4%	12.5%
15-19%	4	1	1	0	0	0	1	1	0
	3.1%	7.1%	2.4%	-%	-%	-%	5.3%	4.3%	-%
20-29%	5	1	1	2	0	0	2	0	0
	3.9%	7.1%	2.4%	5.9%	-%	-%	10.5%	-%	-%
100%	5	0	1	2	1	1	0	2	0
	3.9%	-%	2.4%	5.9%	16.7%	2.9%	-%	8.7%	-%
BASE	128	14	41	34	6	35	19	23	16
MEAN	9.34	7.64	7.27	12.26	22.33	7.00	7.53	13.91	4.88
SIGMA	128	14	41	34	6	35	19	23	16
	99.9	99.9	99.8	100.0	100.0	100.1	100.0	99.9	100.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	122	11	38	34	8	24	20	20	18
TOTAL ANSWERING	103	11	32	24	4	26	17	19	9
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
OTHER									
0%	8	2	3	1	0	4	1	0	1
	7.8%	18.2%	9.4%	4.2%	-%	15.4%	5.9%	-%	11.1%
1-4%	23	2	7	4	1	7	3	4	2
	22.3%	18.2%	21.9%	16.7%	25.0%	26.9%	17.6%	21.1%	22.2%
5-9%	14	1	6	4	1	4	0	5	2
	13.6%	9.1%	18.8%	16.7%	25.0%	15.4%	-%	26.3%	22.2%
10-14%	29	3	9	9	2	7	7	2	3
	28.2%	27.3%	28.1%	37.5%	50.0%	26.9%	41.2%	10.5%	33.3%
15-19%	12	2	3	2	0	0	2	4	1
	11.7%	18.2%	9.4%	8.3%	-%	-%	11.8%	21.1%	11.1%
20-29%	11	1	2	2	0	2	3	3	0
	10.7%	9.1%	6.3%	8.3%	-%	7.7%	17.6%	15.8%	-%
30-39%	3	0	2	1	0	0	0	1	0
	2.9%	-%	6.3%	4.2%	-%	-%	-%	5.3%	-%
70-79%	1	0	0	1	0	0	1	0	0
	1.0%	-%	-%	4.2%	-%	-%	5.9%	-%	-%
80-89%	1	0	0	0	0	1	0	0	0
	1.0%	-%	-%	-%	-%	3.8%	-%	-%	-%
100%	1	0	0	0	0	1	0	0	0
	1.0%	-%	-%	-%	-%	3.8%	-%	-%	-%
BASE	103	11	32	24	4	26	17	19	9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	12.27	8.18	9.63	13.58	6.75	13.54	14.65	11.95	7.00
SIGMA	103	11	32	24	4	26	17	19	9
	100.2	100.1	100.2	100.1	100.0	99.9	100.0	100.1	99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
**=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- WHETHER YOUR FIRM EXPECT AN INCREASE IN UNIT SALES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	1	0	2	0	0	0	0	0
TOTAL ANSWERING	222	21	70	56	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	165	18	49	41	11	32	32	33	23
	74.3%	85.7%	70.0%	73.2%	91.7%	64.0%	86.5%	84.6%	85.2%
NO	57	3	21	15	1	18	5	6	4
	25.7%	14.3%	30.0%	26.8%	8.3%	36.0%	13.5%	15.4%	14.8%
SIGMA	222	21	70	56	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 14

GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	165	18	49	41	11	32	32	33	23
NO ANSWER	10	0	2	1	1	4	0	2	1
TOTAL ANSWERING	155	18	47	40	10	28	32	31	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	2	0	0	1	0	0	1	0	0
	1.3%	-%	-%	2.5%	-%	-%	3.1%	-%	-%
2%	8	2	4	0	0	2	2	3	2
	5.2%	11.1%	8.5%	-%	-%	7.1%	6.3%	9.7%	9.1%
3%	6	1	4	1	1	0	0	1	0
	3.9%	5.6%	8.5%	2.5%	10.0%	-%	-%	3.2%	-%
4%	10	1	3	3	0	1	1	3	2
	6.5%	5.6%	6.4%	7.5%	-%	3.6%	3.1%	9.7%	9.1%
5%	23	1	8	9	0	3	5	2	2
	14.8%	5.6%	17.0%	22.5%	-%	10.7%	15.6%	6.5%	9.1%
6%	9	1	3	4	0	1	2	2	0
	5.8%	5.6%	6.4%	10.0%	-%	3.6%	6.3%	6.5%	-%
7%	7	0	1	3	0	1	3	0	0
	4.5%	-%	2.1%	7.5%	-%	3.6%	9.4%	-%	-%
8%	13	3	7	2	2	2	2	2	3
	8.4%	16.7%	14.9%	5.0%	20.0%	7.1%	6.3%	6.5%	13.6%
10%	27	3	5	7	2	6	9	6	6
	17.4%	16.7%	10.6%	17.5%	20.0%	21.4%	28.1%	19.4%	27.3%
11%	4	0	1	0	0	1	1	1	0
	2.6%	-%	2.1%	-%	-%	3.6%	3.1%	3.2%	-%
12%	5	0	1	3	0	0	0	1	0
	3.2%	-%	2.1%	7.5%	-%	-%	-%	3.2%	-%
14%	2	0	0	0	0	0	2	0	0
	1.3%	-%	-%	-%	-%	-%	6.3%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1991

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
15%	12 7.7%	2 11.1%	4 8.5%	3 7.5%	1 10.0%	2 7.1%	1 3.1%	3 9.7%	2 9.1%
18%	1 .6%	0 -%	0 -%	1 2.5%	0 -%	0 -%	0 -%	0 -%	0 -%
20%	8 5.2%	1 5.6%	3 6.4%	1 2.5%	3 30.0%	1 3.6%	1 3.1%	5 16.1%	1 4.5%
25%	5 3.2%	1 5.6%	1 2.1%	1 2.5%	1 10.0%	1 3.6%	1 3.1%	2 6.5%	1 4.5%
26%	1 .6%	1 5.6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
28%	1 .6%	0 -%	0 -%	0 -%	0 -%	1 3.6%	0 -%	0 -%	0 -%
30%	3 1.9%	1 5.6%	1 2.1%	1 2.5%	0 -%	1 3.6%	1 3.1%	0 -%	1 4.5%
35%	3 1.9%	0 -%	0 -%	0 -%	0 -%	3 10.7%	0 -%	0 -%	0 -%
40%	4 2.6%	0 -%	1 2.1%	0 -%	0 -%	2 7.1%	0 -%	0 -%	1 4.5%
100%	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.5%
BASE	155	18	47	40	10	28	32	31	22

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1991

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	11.56	11.50	9.38	9.15	13.90	15.75	9.44	10.87	15.95
SIGMA	155	18	47	40	10	28	32	31	22
	99.8	100.4	99.8	100.0	100.0	100.0	100.0	100.2	99.8

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.9- WHETHER EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	1	0	1	0	0	0	0	1
TOTAL ANSWERING	222	21	70	57	12	50	37	39	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	172	17	54	42	10	33	35	36	23
	77.5%	81.0%	77.1%	73.7%	83.3%	66.0%	94.6%	92.3%	88.5%
NO	50	4	16	15	2	17	2	3	3
	22.5%	19.0%	22.9%	26.3%	16.7%	34.0%	5.4%	7.7%	11.5%
SIGMA	222	21	70	57	12	50	37	39	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	172	17	54	42	10	33	35	36	23
NO ANSWER	11	0	3	1	0	3	0	4	1
TOTAL ANSWERING	161	17	51	41	10	30	35	32	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	1	0	0	0	0	0	0	1	1
	.6%	-%	-%	-%	-%	-%	-%	3.1%	4.5%
2%	2	0	1	1	0	0	0	0	0
	1.2%	-%	2.0%	2.4%	-%	-%	-%	-%	-%
3%	4	0	2	1	0	0	1	0	0
	2.5%	-%	3.9%	2.4%	-%	-%	2.9%	-%	-%
4%	7	1	4	2	1	3	2	0	1
	4.3%	5.9%	7.8%	4.9%	10.0%	10.0%	5.7%	-%	4.5%
5%	20	0	9	5	0	1	2	4	3
	12.4%	-%	17.6%	12.2%	-%	3.3%	5.7%	12.5%	13.6%
6%	9	2	3	2	0	1	2	2	2
	5.6%	11.8%	5.9%	4.9%	-%	3.3%	5.7%	6.3%	9.1%
7%	10	1	1	3	0	1	6	3	0
	6.2%	5.9%	2.0%	7.3%	-%	3.3%	17.1%	9.4%	-%
8%	13	0	4	6	0	1	2	2	1
	8.1%	-%	7.8%	14.6%	-%	3.3%	5.7%	6.3%	4.5%
9%	4	1	1	2	0	2	0	2	1
	2.5%	5.9%	2.0%	4.9%	-%	6.7%	-%	6.3%	4.5%
10%	22	3	6	9	3	2	2	3	2
	13.7%	17.6%	11.8%	22.0%	30.0%	6.7%	5.7%	9.4%	9.1%
11%	6	1	3	0	0	2	1	1	2
	3.7%	5.9%	5.9%	-%	-%	6.7%	2.9%	3.1%	9.1%
12%	9	1	3	1	1	1	3	2	3
	5.6%	5.9%	5.9%	2.4%	10.0%	3.3%	8.6%	6.3%	13.6%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
13%	4 2.5%	1 5.9%	2 3.9%	0 -%	0 -%	1 3.3%	1 2.9%	2 6.3%	1 4.5%
14%	3 1.9%	0 -%	0 -%	1 2.4%	0 -%	1 3.3%	1 2.9%	0 -%	0 -%
15%	15 9.3%	1 5.9%	5 9.8%	3 7.3%	1 10.0%	3 10.0%	6 17.1%	2 6.3%	1 4.5%
17%	2 1.2%	0 -%	0 -%	1 2.4%	0 -%	1 3.3%	1 2.9%	0 -%	0 -%
18%	2 1.2%	0 -%	0 -%	1 2.4%	0 -%	1 3.3%	0 -%	0 -%	0 -%
20%	9 5.6%	2 11.8%	4 7.8%	2 4.9%	2 20.0%	1 3.3%	2 5.7%	4 12.5%	1 4.5%
25%	5 3.1%	1 5.9%	1 2.0%	0 -%	0 -%	3 10.0%	1 2.9%	1 3.1%	1 4.5%
30%	5 3.1%	1 5.9%	0 -%	1 2.4%	2 20.0%	0 -%	0 -%	3 9.4%	0 -%
35%	3 1.9%	1 5.9%	1 2.0%	0 -%	0 -%	2 6.7%	1 2.9%	0 -%	1 4.5%
40%	2 1.2%	0 -%	0 -%	0 -%	0 -%	1 3.3%	1 2.9%	0 -%	0 -%
45%	1 .6%	0 -%	0 -%	0 -%	0 -%	1 3.3%	0 -%	0 -%	0 -%
52%	1 .6%	0 -%	0 -%	0 -%	0 -%	1 3.3%	0 -%	0 -%	0 -%
60%	1 .6%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
100%	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.5%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1991

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
BASE	161	17	51	41	10	30	35	32	22
MEAN	12.98	14.29	11.08	9.83	16.10	17.30	12.34	12.63	15.23
SIGMA	161	17	51	41	10	30	35	32	22
	99.8	100.2	100.1	99.8	100.0	99.7	100.2	100.3	99.5

+=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.10- WHETHER YOUR FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	1	0	1	0	0	0	0	0
TOTAL ANSWERING	223	21	70	57	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	93	7	26	27	8	20	15	18	16
	41.7%	33.3%	37.1%	47.4%	66.7%	40.0%	40.5%	46.2%	59.3%
NO	130	14	44	30	4	30	22	21	11
	58.3%	66.7%	62.9%	52.6%	33.3%	60.0%	59.5%	53.8%	40.7%
SIGMA	223	21	70	57	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
+=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 18

GENERAL AND BUSINESS DATA

Q.10- ESTIMATE PERCENTAGE OF INCREASE PLANT AND EQUIPMENT PURCHASES

BASE: PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1991

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	93	7	26	27	8	20	15	18	16
NO ANSWER	18	2	7	3	4	6	4	3	7
TOTAL ANSWERING	75	5	19	24	4	14	11	15	9
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	9	0	2	2	1	2	3	0	0
	12.0%	-%	10.5%	8.3%	25.0%	14.3%	27.3%	-%	-%
2%	16	0	5	4	0	2	3	6	3
	21.3%	-%	26.3%	16.7%	-%	14.3%	27.3%	40.0%	33.3%
3%	7	0	0	3	1	2	1	1	2
	9.3%	-%	-%	12.5%	25.0%	14.3%	9.1%	6.7%	22.2%
4%	4	1	1	1	0	0	1	2	0
	5.3%	20.0%	5.3%	4.2%	-%	-%	9.1%	13.3%	-%
5%	9	1	3	5	0	2	0	2	0
	12.0%	20.0%	15.8%	20.8%	-%	14.3%	-%	13.3%	-%
6%	4	0	2	2	0	0	0	0	0
	5.3%	-%	10.5%	8.3%	-%	-%	-%	-%	-%
7%	4	0	1	1	0	1	0	1	0
	5.3%	-%	5.3%	4.2%	-%	7.1%	-%	6.7%	-%
9%	2	0	1	0	1	0	1	0	0
	2.7%	-%	5.3%	-%	25.0%	-%	9.1%	-%	-%
10%	9	0	1	4	1	1	0	2	2
	12.0%	-%	5.3%	16.7%	25.0%	7.1%	-%	13.3%	22.2%
11%	1	0	0	0	0	0	1	0	0
	1.3%	-%	-%	-%	-%	-%	9.1%	-%	-%
12%	1	0	1	0	0	0	0	0	0
	1.3%	-%	5.3%	-%	-%	-%	-%	-%	-%
15%	2	1	1	0	0	0	0	0	0
	2.7%	20.0%	5.3%	-%	-%	-%	-%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

+=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.10- ESTIMATE PERCENTAGE OF INCREASE PLANT AND EQUIPMENT PURCHASES

BASE: PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
20%	2 2.7%	0 -%	0 -%	1 4.2%	0 -%	0 -%	1 9.1%	0 -%	0 -%
30%	3 4.0%	2 40.0%	1 5.3%	1 4.2%	0 -%	2 14.3%	0 -%	1 6.7%	2 22.2%
40%	1 1.3%	0 -%	0 -%	0 -%	0 -%	1 7.1%	0 -%	0 -%	0 -%
70%	1 1.3%	0 -%	0 -%	0 -%	0 -%	1 7.1%	0 -%	0 -%	0 -%
BASE	75	5	19	24	4	14	11	15	9
MEAN	7.68	16.80	6.63	6.54	5.75	14.93	5.09	6.00	10.22
SIGMA	75 99.8	5 100.0	19 100.2	24 100.1	4 100.0	14 99.9	11 100.1	15 100.0	9 99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
•=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.11- WHETHER YOUR FIRM PLAN TO EXPAND ITS PHYSICAL PLANT IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	1	0	1	0	1	0	0	0
TOTAL ANSWERING	222	21	70	57	12	49	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	42	3	11	11	3	9	8	6	6
	18.9%	14.3%	15.7%	19.3%	25.0%	18.4%	21.6%	15.4%	22.2%
NO	180	18	59	46	9	40	29	33	21
	81.1%	85.7%	84.3%	80.7%	75.0%	81.6%	78.4%	84.6%	77.8%
SIGMA	222	21	70	57	12	49	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

•=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	23	3	7	8	2	5	0	6	2
TOTAL ANSWERING	202	19	63	50	10	45	37	33	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.0%	1	0	0	1	0	0	0	0	0
	.5%	-%	-%	2.0%	-%	-%	-%	-%	-%
0.1%	1	1	1	0	0	1	0	0	0
	.5%	5.3%	1.6%	-%	-%	2.2%	-%	-%	-%
0.9%	1	0	0	1	1	0	0	0	1
	.5%	-%	-%	2.0%	10.0%	-%	-%	-%	4.0%
1.0%	2	0	0	2	0	0	0	0	0
	1.0%	-%	-%	4.0%	-%	-%	-%	-%	-%
1.3%	1	0	1	0	1	0	0	0	0
	.5%	-%	1.6%	-%	10.0%	-%	-%	-%	-%
2.0%	3	0	0	2	0	1	0	0	0
	1.5%	-%	-%	4.0%	-%	2.2%	-%	-%	-%
2.5%	1	0	1	0	0	0	0	0	0
	.5%	-%	1.6%	-%	-%	-%	-%	-%	-%
2.8%	2	0	0	1	0	1	0	0	0
	1.0%	-%	-%	2.0%	-%	2.2%	-%	-%	-%
3.0%	10	1	4	1	0	3	2	2	0
	5.0%	5.3%	6.3%	2.0%	-%	6.7%	5.4%	6.1%	-%
3.5%	1	0	0	0	0	1	0	0	0
	.5%	-%	-%	-%	-%	2.2%	-%	-%	-%
4.0%	26	5	8	4	2	7	5	5	4
	12.9%	26.3%	12.7%	8.0%	20.0%	15.6%	13.5%	15.2%	16.0%
4.5%	6	0	1	3	0	1	1	0	0
	3.0%	-%	1.6%	6.0%	-%	2.2%	2.7%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
5.0%	51 25.2%	3 15.8%	16 25.4%	10 20.0%	3 30.0%	11 24.4%	7 18.9%	8 24.2%	7 28.0%
5.5%	13 6.4%	2 10.5%	4 6.3%	3 6.0%	0 -%	3 6.7%	3 8.1%	0 -%	0 -%
5.6%	1 .5%	0 -%	1 1.6%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.0%
6.0%	47 23.3%	4 21.1%	12 19.0%	16 32.0%	1 10.0%	8 17.8%	11 29.7%	8 24.2%	8 32.0%
6.5%	4 2.0%	0 -%	2 3.2%	1 2.0%	0 -%	0 -%	0 -%	1 3.0%	0 -%
7.0%	14 6.9%	0 -%	4 6.3%	4 8.0%	1 10.0%	4 8.9%	4 10.8%	3 9.1%	2 8.0%
7.5%	1 .5%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
8.0%	9 4.5%	3 15.8%	4 6.3%	0 -%	0 -%	3 6.7%	3 8.1%	3 9.1%	1 4.0%
8.5%	2 1.0%	0 -%	1 1.6%	0 -%	0 -%	0 -%	0 -%	1 3.0%	0 -%
9.0%	2 1.0%	0 -%	0 -%	0 -%	0 -%	0 -%	1 2.7%	1 3.0%	0 -%
10.0%	1 .5%	0 -%	1 1.6%	0 -%	0 -%	1 2.2%	0 -%	1 3.0%	1 4.0%
12.0%	1 .5%	0 -%	1 1.6%	0 -%	1 10.0%	0 -%	0 -%	0 -%	0 -%
13.0%	1 .5%	0 -%	1 1.6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	202	19	63	50	10	45	37	33	25

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
-=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.30	5.11	5.53	4.93	5.02	5.14	5.65	5.85	5.50
SIGMA	202	19	63	50	10	45	37	33	25
	100.2	100.1	99.9	100.0	100.0	100.0	99.9	99.9	100.0

+=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	33	3	10	9	3	8	1	7	4
TOTAL ANSWERING	192	19	60	49	9	42	36	32	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.1%	1	1	1	0	0	1	0	0	0
	.5%	5.3%	1.7%	-%	-%	2.4%	-%	-%	-%
1.1%	1	0	0	1	1	0	0	0	1
	.5%	-%	-%	2.0%	11.1%	-%	-%	-%	4.3%
2.0%	1	0	0	1	0	0	0	0	0
	.5%	-%	-%	2.0%	-%	-%	-%	-%	-%
2.8%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	2.8%	-%	-%
3.0%	2	0	0	2	0	0	0	0	0
	1.0%	-%	-%	4.1%	-%	-%	-%	-%	-%
4.0%	5	0	2	1	0	1	1	0	0
	2.6%	-%	3.3%	2.0%	-%	2.4%	2.8%	-%	-%
4.5%	1	0	0	0	0	1	0	0	0
	.5%	-%	-%	-%	-%	2.4%	-%	-%	-%
5.0%	10	1	2	2	1	0	3	2	2
	5.2%	5.3%	3.3%	4.1%	11.1%	-%	8.3%	6.3%	8.7%
5.1%	1	0	0	0	0	1	0	0	0
	.5%	-%	-%	-%	-%	2.4%	-%	-%	-%
5.2%	1	0	1	0	1	0	0	0	0
	.5%	-%	1.7%	-%	11.1%	-%	-%	-%	-%
5.5%	5	0	2	0	0	1	2	0	0
	2.6%	-%	3.3%	-%	-%	2.4%	5.6%	-%	-%
5.6%	1	1	0	0	0	0	1	1	0
	.5%	5.3%	-%	-%	-%	-%	2.8%	3.1%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
•=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
5.8%	2 1.0%	0 -%	0 -%	2 4.1%	0 -%	0 -%	0 -%	0 -%	0 -%
5.9%	1 .5%	0 -%	0 -%	0 -%	0 -%	0 -%	1 2.8%	0 -%	0 -%
6.0%	68 35.4%	6 31.6%	23 38.3%	16 32.7%	2 22.2%	18 42.9%	16 44.4%	9 28.1%	8 34.8%
6.2%	1 .5%	1 5.3%	1 1.7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
6.5%	21 10.9%	2 10.5%	7 11.7%	6 12.2%	1 11.1%	4 9.5%	4 11.1%	4 12.5%	3 13.0%
6.8%	3 1.6%	0 -%	2 3.3%	0 -%	0 -%	0 -%	0 -%	1 3.1%	1 4.3%
6.9%	1 .5%	0 -%	0 -%	0 -%	0 -%	1 2.4%	0 -%	0 -%	0 -%
7.0%	36 18.8%	2 10.5%	11 18.3%	9 18.4%	2 22.2%	8 19.0%	4 11.1%	7 21.9%	4 17.4%
7.1%	1 .5%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	1 3.1%	0 -%
7.5%	6 3.1%	2 10.5%	2 3.3%	1 2.0%	0 -%	1 2.4%	1 2.8%	1 3.1%	1 4.3%
8.0%	11 5.7%	2 10.5%	4 6.7%	1 2.0%	1 11.1%	5 11.9%	1 2.8%	4 12.5%	3 13.0%
8.3%	1 .5%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
8.5%	1 .5%	0 -%	1 1.7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
9.0%	4 2.1%	1 5.3%	1 1.7%	1 2.0%	0 -%	0 -%	1 2.8%	1 3.1%	0 -%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
9.5%	1 .5%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
10.0%	3 1.6%	0 -%	0 -%	2 4.1%	0 -%	0 -%	0 -%	1 3.1%	0 -%
MORE THAN 10.0%	1 .5%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	192	19	60	49	9	42	36	32	23
MEAN	6.58	6.31	6.32	7.26	5.76	6.28	6.08	6.78	6.30
SIGMA	192 99.6	19 100.1	60 100.0	49 99.7	9 99.9	42 100.1	36 100.1	32 99.9	23 99.8

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "GROSS NATIONAL PRODUCT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	85	8	24	19	4	21	14	14	10
TOTAL ANSWERING	140	14	46	39	8	29	23	25	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.0%	14	0	8	4	0	1	2	2	1
	10.0%	-%	17.4%	10.3%	-%	3.4%	8.7%	8.0%	5.9%
0.1%	1	1	1	0	0	1	0	0	0
	.7%	7.1%	2.2%	-%	-%	3.4%	-%	-%	-%
0.2%	2	0	0	2	1	0	0	0	1
	1.4%	-%	-%	5.1%	12.5%	-%	-%	-%	5.9%
0.5%	5	1	1	2	0	1	1	2	1
	3.6%	7.1%	2.2%	5.1%	-%	3.4%	4.3%	8.0%	5.9%
1.0%	30	2	10	6	1	7	5	6	3
	21.4%	14.3%	21.7%	15.4%	12.5%	24.1%	21.7%	24.0%	17.6%
1.2%	2	1	0	1	0	1	0	1	1
	1.4%	7.1%	-%	2.6%	-%	3.4%	-%	4.0%	5.9%
1.4%	1	0	1	0	0	0	0	0	1
	.7%	-%	2.2%	-%	-%	-%	-%	-%	5.9%
1.5%	6	0	1	1	0	3	1	0	0
	4.3%	-%	2.2%	2.6%	-%	10.3%	4.3%	-%	-%
1.6%	1	0	0	0	0	1	0	0	0
	.7%	-%	-%	-%	-%	3.4%	-%	-%	-%
1.8%	2	1	1	1	0	1	1	0	1
	1.4%	7.1%	2.2%	2.6%	-%	3.4%	4.3%	-%	5.9%
1.9%	1	0	1	0	1	0	0	0	0
	.7%	-%	2.2%	-%	12.5%	-%	-%	-%	-%
2.0%	40	4	11	12	4	8	7	7	4
	28.6%	28.6%	23.9%	30.8%	50.0%	27.6%	30.4%	28.0%	23.5%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
2.3%	2 1.4%	1 7.1%	2 4.3%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
2.5%	5 3.6%	0 -%	3 6.5%	1 2.6%	0 -%	1 3.4%	0 -%	1 4.0%	1 5.9%
2.7%	1 .7%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	1 4.0%	0 -%
3.0%	13 9.3%	1 7.1%	3 6.5%	5 12.8%	1 12.5%	1 3.4%	3 13.0%	0 -%	2 11.8%
3.2%	2 1.4%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	2 8.0%	1 5.9%
3.3%	1 .7%	1 7.1%	0 -%	0 -%	0 -%	0 -%	1 4.3%	1 4.0%	0 -%
4.0%	6 4.3%	1 7.1%	2 4.3%	1 2.6%	0 -%	2 6.9%	1 4.3%	2 8.0%	0 -%
4.6%	1 .7%	0 -%	0 -%	0 -%	0 -%	1 3.4%	0 -%	0 -%	0 -%
5.0%	1 .7%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
10.0%	1 .7%	0 -%	1 2.2%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
12.0%	1 .7%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.3%	0 -%	0 -%
DON'T KNOW	1 .7%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	139	14	46	38	8	29	23	25	17

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	1.85	1.87	1.70	1.71	1.76	1.75	2.22	1.80	1.64
SIGMA	140	14	46	39	8	29	23	25	17
	99.8	99.7	100.0	100.3	100.0	99.5	99.6	100.0	100.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	41	3	11	17	4	11	3	9	4
TOTAL ANSWERING	184	19	59	41	8	39	34	30	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.0%	1	0	0	1	0	0	0	0	0
	.5%	-%	-%	2.4%	-%	-%	-%	-%	-%
0.1%	1	1	1	0	0	1	0	0	0
	.5%	5.3%	1.7%	-%	-%	2.6%	-%	-%	-%
0.5%	2	0	1	0	0	1	0	0	0
	1.1%	-%	1.7%	-%	-%	2.6%	-%	-%	-%
1.0%	3	0	1	2	0	0	0	0	0
	1.6%	-%	1.7%	4.9%	-%	-%	-%	-%	-%
1.5%	1	0	0	0	0	0	0	1	0
	.5%	-%	-%	-%	-%	-%	-%	3.3%	-%
4.0%	1	0	0	0	0	0	0	1	0
	.5%	-%	-%	-%	-%	-%	-%	3.3%	-%
7.0%	2	0	0	1	0	0	0	0	1
	1.1%	-%	-%	2.4%	-%	-%	-%	-%	4.3%
7.3%	1	0	1	0	1	0	0	0	0
	.5%	-%	1.7%	-%	12.5%	-%	-%	-%	-%
7.5%	3	0	1	1	0	1	0	0	0
	1.6%	-%	1.7%	2.4%	-%	2.6%	-%	-%	-%
8.0%	7	1	3	1	0	2	1	0	0
	3.8%	5.3%	5.1%	2.4%	-%	5.1%	2.9%	-%	-%
8.3%	1	0	1	0	0	0	0	0	1
	.5%	-%	1.7%	-%	-%	-%	-%	-%	4.3%
8.5%	11	1	0	4	1	0	5	2	0
	6.0%	5.3%	-%	9.8%	12.5%	-%	14.7%	6.7%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
**=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 23/2

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
8.6%	2 1.1%	2 10.5%	0 -%	0 -%	0 -%	1 2.6%	1 2.9%	2 6.7%	1 4.3%
8.8%	4 2.2%	0 -%	1 1.7%	0 -%	0 -%	1 2.6%	2 5.9%	0 -%	1 4.3%
9.0%	27 14.7%	3 15.8%	7 11.9%	9 22.0%	1 12.5%	9 23.1%	2 5.9%	3 10.0%	3 13.0%
9.2%	1 .5%	0 -%	0 -%	1 2.4%	0 -%	0 -%	0 -%	0 -%	0 -%
9.3%	3 1.6%	0 -%	2 3.4%	0 -%	0 -%	1 2.6%	0 -%	0 -%	1 4.3%
9.4%	1 .5%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.3%
9.5%	24 13.0%	1 5.3%	4 6.8%	5 12.2%	1 12.5%	5 12.8%	6 17.6%	7 23.3%	5 21.7%
9.7%	2 1.1%	1 5.3%	2 3.4%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
9.8%	1 .5%	0 -%	0 -%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%
10.0%	54 29.3%	6 31.6%	18 30.5%	12 29.3%	2 25.0%	11 28.2%	12 35.3%	10 33.3%	5 21.7%
10.5%	7 3.8%	0 -%	2 3.4%	1 2.4%	0 -%	0 -%	2 5.9%	3 10.0%	1 4.3%
10.6%	1 .5%	0 -%	1 1.7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
11.0%	10 5.4%	1 5.3%	4 6.8%	2 4.9%	0 -%	2 5.1%	2 5.9%	0 -%	2 8.7%
11.5%	2 1.1%	0 -%	0 -%	1 2.4%	0 -%	1 2.6%	0 -%	0 -%	0 -%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
12.0%	8 4.3%	2 10.5%	6 10.2%	0 -%	0 -%	2 5.1%	1 2.9%	1 3.3%	1 4.3%
13.0%	2 1.1%	0 -%	2 3.4%	0 -%	1 12.5%	0 -%	0 -%	0 -%	0 -%
14.0%	1 .5%	0 -%	1 1.7%	0 -%	1 12.5%	0 -%	0 -%	0 -%	0 -%
BASE	184	19	59	41	8	39	34	30	23
MEAN	9.26	9.21	9.56	8.79	10.16	9.14	9.61	9.22	9.58
SIGMA	184 99.4	19 100.2	59 100.2	41 99.9	8 100.0	39 100.2	34 99.9	30 99.9	23 99.5

*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"REDUCE FICA, FUTA, AND MEDICAID TAXES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		26	3	9	8	1	6	4	4	4
TOTAL ANSWERING		199	19	61	50	11	44	33	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
REDUCE FICA, FUTA, AND MEDICAID TAXES										
MOST IMPORTANT	(1)	40	4	12	7	2	11	6	5	4
		20.1%	21.1%	19.7%	14.0%	18.2%	25.0%	18.2%	14.3%	17.4%
	(2)	18	4	8	2	1	2	4	4	1
		9.0%	21.1%	13.1%	4.0%	9.1%	4.5%	12.1%	11.4%	4.3%
	(3)	21	3	5	6	2	3	1	7	3
		10.6%	15.8%	8.2%	12.0%	18.2%	6.8%	3.0%	20.0%	13.0%
	(4)	33	2	10	12	2	12	2	5	6
		16.6%	10.5%	16.4%	24.0%	18.2%	27.3%	6.1%	14.3%	26.1%
	(5)	18	1	5	6	0	2	6	3	3
		9.0%	5.3%	8.2%	12.0%	-%	4.5%	18.2%	8.6%	13.0%
	(6)	15	2	4	4	2	0	3	3	2
		7.5%	10.5%	6.6%	8.0%	18.2%	-%	9.1%	8.6%	8.7%
	(7)	14	0	5	3	0	3	5	2	1
		7.0%	-%	8.2%	6.0%	-%	6.8%	15.2%	5.7%	4.3%
	(8)	16	2	5	3	0	4	3	3	2
		8.0%	10.5%	8.2%	6.0%	-%	9.1%	9.1%	8.6%	8.7%
LEAST IMPORTANT	(9)	24	1	7	7	2	7	3	3	1
		12.1%	5.3%	11.5%	14.0%	18.2%	15.9%	9.1%	8.6%	4.3%
BASE		199	19	61	50	11	44	33	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"REDUCE FICA, FUTA, AND MEDICAID TAXES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	4.49	3.74	4.43	4.78	4.36	4.50	4.82	4.34	4.26
SIGMA	199	19	61	50	11	44	33	35	23
	99.9	100.1	100.1	100.0	100.1	99.9	100.1	100.1	99.8

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE INVESTMENT TAX CREDIT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		24	3	6	7	1	4	5	4	4
TOTAL ANSWERING		201	19	64	51	11	46	32	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTORE INVESTMENT TAX CREDIT										
MOST IMPORTANT	(1)	40	7	12	12	2	9	8	8	4
		19.9%	36.8%	18.8%	23.5%	18.2%	19.6%	25.0%	22.9%	17.4%
	(2)	51	4	21	15	3	12	5	6	7
		25.4%	21.1%	32.8%	29.4%	27.3%	26.1%	15.6%	17.1%	30.4%
	(3)	41	6	9	8	3	13	8	9	3
		20.4%	31.6%	14.1%	15.7%	27.3%	28.3%	25.0%	25.7%	13.0%
	(4)	25	1	11	5	1	3	3	3	4
		12.4%	5.3%	17.2%	9.8%	9.1%	6.5%	9.4%	8.6%	17.4%
	(5)	14	0	3	4	0	4	3	3	1
		7.0%	-%	4.7%	7.8%	-%	8.7%	9.4%	8.6%	4.3%
	(6)	13	0	4	3	1	3	1	3	1
		6.5%	-%	6.3%	5.9%	9.1%	6.5%	3.1%	8.6%	4.3%
	(7)	7	1	3	1	1	1	2	1	2
		3.5%	5.3%	4.7%	2.0%	9.1%	2.2%	6.3%	2.9%	8.7%
	(8)	9	0	1	3	0	1	1	2	1
		4.5%	-%	1.6%	5.9%	-%	2.2%	3.1%	5.7%	4.3%
LEAST IMPORTANT	(9)	1	0	0	0	0	0	1	0	0
		.5%	-%	-%	-%	-%	-%	3.1%	-%	-%
BASE		201	19	64	51	11	46	32	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE INVESTMENT TAX CREDIT"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.20	2.32	3.02	3.04	3.09	2.98	3.31	3.29	3.30
SIGMA	201	19	64	51	11	46	32	35	23
	100.1	100.1	100.2	100.0	100.1	100.1	100.0	100.1	99.8

*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE ACCELERATED DEPRECIATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		23	3	6	6	1	4	5	4	4
TOTAL ANSWERING		202	19	64	52	11	46	32	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTORE ACCELERATED DEPRECIATION										
MOST IMPORTANT	(1)	29	4	9	8	1	6	7	1	2
		14.4%	21.1%	14.1%	15.4%	9.1%	13.0%	21.9%	2.9%	8.7%
	(2)	38	5	10	12	2	11	8	9	1
		18.8%	26.3%	15.6%	23.1%	18.2%	23.9%	25.0%	25.7%	17.4%
	(3)	41	4	19	10	2	10	2	5	4
		20.3%	21.1%	29.7%	19.2%	18.2%	21.7%	6.3%	14.3%	17.4%
	(4)	31	3	6	8	2	6	3	8	1
		15.3%	15.8%	9.4%	15.4%	18.2%	13.0%	9.4%	22.9%	4.3%
	(5)	24	1	11	5	3	3	3	3	4
		11.9%	5.3%	17.2%	9.6%	27.3%	6.5%	9.4%	8.6%	17.4%
	(6)	17	1	3	7	0	4	5	5	2
		8.4%	5.3%	4.7%	13.5%	-%	8.7%	15.6%	14.3%	8.7%
	(7)	14	0	4	1	1	5	1	2	4
		6.9%	-%	6.3%	1.9%	9.1%	10.9%	3.1%	5.7%	17.4%
	(8)	5	1	1	1	0	0	1	1	1
		2.5%	5.3%	1.6%	1.9%	-%	-%	3.1%	2.9%	4.3%
LEAST IMPORTANT	(9)	3	0	1	0	0	1	2	1	1
		1.5%	-%	1.6%	-%	-%	2.2%	6.3%	2.9%	4.3%
BASE		202	19	64	52	11	46	32	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE ACCELERATED DEPRECIATION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.66	3.00	3.56	3.38	3.73	3.59	3.72	4.06	4.48
SIGMA	202	19	64	52	11	46	32	35	23
	100.0	100.2	100.2	100.0	100.1	99.9	100.1	100.2	99.9

*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		26	3	8	8	1	5	4	4	4
TOTAL ANSWERING		199	19	62	50	11	45	33	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX										
MOST IMPORTANT	(1)	1	0	0	0	0	1	0	0	0
		.5%	-%	-%	-%	-%	2.2%	-%	-%	-%
	(2)	7	0	1	4	0	0	2	1	0
		3.5%	-%	1.6%	8.0%	-%	-%	6.1%	2.9%	-%
	(3)	7	0	2	2	0	0	2	1	0
		3.5%	-%	3.2%	4.0%	-%	-%	6.1%	2.9%	-%
	(4)	17	1	7	5	1	2	4	2	1
		8.5%	5.3%	11.3%	10.0%	9.1%	4.4%	12.1%	5.7%	4.3%
	(5)	30	7	8	6	2	8	3	8	2
		15.1%	36.8%	12.9%	12.0%	18.2%	17.8%	9.1%	22.9%	8.7%
	(6)	35	1	10	6	1	8	4	6	5
		17.6%	5.3%	16.1%	12.0%	9.1%	17.8%	12.1%	17.1%	21.7%
	(7)	31	1	11	7	1	3	6	5	3
		15.6%	5.3%	17.7%	14.0%	9.1%	6.7%	18.2%	14.3%	13.0%
	(8)	36	5	12	8	3	9	8	6	4
		18.1%	26.3%	19.4%	16.0%	27.3%	20.0%	24.2%	17.1%	17.4%
LEAST IMPORTANT	(9)	35	4	11	12	3	14	4	6	8
		17.6%	21.1%	17.7%	24.0%	27.3%	31.1%	12.1%	17.1%	34.8%
BASE		199	19	62	50	11	45	33	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	6.45	6.74	6.58	6.42	7.09	7.02	6.27	6.46	7.35
SIGMA	199	19	62	50	11	45	33	35	23
	100.0	100.1	99.9	100.0	100.1	100.0	100.0	100.0	99.9

*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"ELIMINATE DOUBLE TAXATION OF CORPORATE DIVIDENDS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	25	3	7	7	1	5	5	4	4
TOTAL ANSWERING	200	19	63	51	11	45	32	35	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ELIMINATE DOUBLE TAXATION OF CORPORATE DIVIDENDS									
MOST IMPORTANT (1)	20	1	7	5	0	3	2	6	4
	10.0%	5.3%	11.1%	9.8%	-%	6.7%	6.3%	17.1%	17.4%
(2)	29	3	9	8	2	9	2	4	4
	14.5%	15.8%	14.3%	15.7%	18.2%	20.0%	6.3%	11.4%	17.4%
(3)	25	2	11	8	2	6	6	1	3
	12.5%	10.5%	17.5%	15.7%	18.2%	13.3%	18.8%	2.9%	13.0%
(4)	18	3	6	5	1	4	4	4	0
	9.0%	15.8%	9.5%	9.8%	9.1%	8.9%	12.5%	11.4%	-%
(5)	24	2	6	8	1	5	1	5	3
	12.0%	10.5%	9.5%	15.7%	9.1%	11.1%	3.1%	14.3%	13.0%
(6)	19	1	4	7	2	2	3	4	2
	9.5%	5.3%	6.3%	13.7%	18.2%	4.4%	9.4%	11.4%	8.7%
(7)	24	4	7	3	1	6	6	4	2
	12.0%	21.1%	11.1%	5.9%	9.1%	13.3%	18.8%	11.4%	8.7%
(8)	18	1	5	3	1	5	2	3	3
	9.0%	5.3%	7.9%	5.9%	9.1%	11.1%	6.3%	8.6%	13.0%
LEAST IMPORTANT (9)	23	2	8	4	1	5	6	4	2
	11.5%	10.5%	12.7%	7.8%	9.1%	11.1%	18.8%	11.4%	8.7%
BASE	200	19	63	51	11	45	32	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 28/2

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"ELIMINATE DOUBLE TAXATION OF CORPORATE DIVIDENDS"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	4.89	5.00	4.71	4.47	5.00	4.87	5.47	4.86	4.52
SIGMA	200	19	63	51	11	45	32	35	23
	100.0	100.1	99.9	100.0	100.1	99.9	100.3	99.9	99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"PAYROLL TAX SIMPLIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		31	3	10	11	2	7	5	4	5
TOTAL ANSWERING		194	19	60	47	10	43	32	35	22
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PAYROLL TAX SIMPLIFICATION										
MOST IMPORTANT	(1)	3	1	1	0	0	0	1	1	1
		1.5%	5.3%	1.7%	-%	-%	-%	3.1%	2.9%	4.5%
	(2)	11	1	3	1	0	4	3	1	0
		5.7%	5.3%	5.0%	2.1%	-%	9.3%	9.4%	2.9%	-%
	(3)	18	2	4	5	0	6	2	4	4
		9.3%	10.5%	6.7%	10.6%	-%	14.0%	6.3%	11.4%	18.2%
	(4)	19	3	5	2	2	6	2	6	4
		9.8%	15.8%	8.3%	4.3%	20.0%	14.0%	6.3%	17.1%	18.2%
	(5)	25	2	7	5	0	4	9	2	2
		12.9%	10.5%	11.7%	10.6%	-%	9.3%	28.1%	5.7%	9.1%
	(6)	32	5	12	5	3	9	6	6	4
		16.5%	26.3%	20.0%	10.6%	30.0%	20.9%	18.8%	17.1%	18.2%
	(7)	29	0	11	15	0	5	2	3	2
		14.9%	-%	18.3%	31.9%	-%	11.6%	6.3%	8.6%	9.1%
	(8)	28	2	9	9	2	4	4	5	3
		14.4%	10.5%	15.0%	19.1%	20.0%	9.3%	12.5%	14.3%	13.6%
LEAST IMPORTANT	(9)	29	3	8	5	3	5	3	7	2
		14.9%	15.8%	13.3%	10.6%	30.0%	11.6%	9.4%	20.0%	9.1%
BASE		194	19	60	47	10	43	32	35	22

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"PAYROLL TAX SIMPLIFICATION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.98	5.47	6.12	6.43	6.90	5.49	5.47	5.97	5.41
SIGMA	194	19	60	47	10	43	32	35	22
	99.9	100.0	100.0	99.8	100.0	100.0	100.2	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
**=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE IRA DEDUCTION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		24	3	7	8	1	5	4	4	4
TOTAL ANSWERING		201	19	63	50	11	45	33	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTORE IRA DEDUCTION										
MOST IMPORTANT	(1)	17	1	6	4	0	2	3	4	2
		8.5%	5.3%	9.5%	8.0%	-%	4.4%	9.1%	11.4%	8.7%
	(2)	19	1	6	4	2	4	4	1	5
		9.5%	5.3%	9.5%	8.0%	18.2%	8.9%	12.1%	2.9%	21.7%
	(3)	19	1	6	3	2	6	5	4	1
		9.5%	5.3%	9.5%	6.0%	18.2%	13.3%	15.2%	11.4%	4.3%
	(4)	25	2	9	7	2	4	5	2	1
		12.4%	10.5%	14.3%	14.0%	18.2%	8.9%	15.2%	5.7%	4.3%
	(5)	21	1	6	5	1	6	2	4	3
		10.4%	5.3%	9.5%	10.0%	9.1%	13.3%	6.1%	11.4%	13.0%
	(6)	26	2	10	9	1	5	4	2	1
		12.9%	10.5%	15.9%	18.0%	9.1%	11.1%	12.1%	5.7%	4.3%
	(7)	32	7	8	5	1	9	5	11	4
		15.9%	36.8%	12.7%	10.0%	9.1%	20.0%	15.2%	31.4%	17.4%
	(8)	27	3	7	9	1	6	5	6	4
		13.4%	15.8%	11.1%	18.0%	9.1%	13.3%	15.2%	17.1%	17.4%
LEAST IMPORTANT	(9)	15	1	5	4	1	3	0	1	2
		7.5%	5.3%	7.9%	8.0%	9.1%	6.7%	-%	2.9%	8.7%
BASE		201	19	63	50	11	45	33	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
+=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE IRA DEDUCTION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.21	5.95	5.06	5.42	4.82	5.38	4.70	5.49	5.13
SIGMA	201	19	63	50	11	45	33	35	23
	100.0	100.1	99.9	100.0	100.1	99.9	100.2	99.9	99.8

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE ENERGY TAX CREDIT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		29	3	8	11	1	5	5	4	4
TOTAL ANSWERING		196	19	62	47	11	45	32	35	23
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTORE ENERGY TAX CREDIT										
MOST IMPORTANT	(1)	1	0	1	0	0	0	0	0	1
		.5%	-%	1.6%	-%	-%	-%	-%	-%	4.3%
	(2)	8	0	0	2	0	0	1	5	0
		4.1%	-%	-%	4.3%	-%	-%	3.1%	14.3%	-%
	(3)	9	1	2	2	0	0	1	2	3
		4.6%	5.3%	3.2%	4.3%	-%	-%	3.1%	5.7%	13.0%
	(4)	10	1	4	2	0	3	3	0	1
		5.1%	5.3%	6.5%	4.3%	-%	6.7%	9.4%	-%	4.3%
	(5)	19	2	7	4	2	8	2	5	3
		9.7%	10.5%	11.3%	8.5%	18.2%	17.8%	6.3%	14.3%	13.0%
	(6)	18	3	5	4	0	5	4	2	2
		9.2%	15.8%	8.1%	8.5%	-%	11.1%	12.5%	5.7%	8.7%
	(7)	34	3	7	12	5	9	3	5	4
		17.3%	15.8%	11.3%	25.5%	45.5%	20.0%	9.4%	14.3%	17.4%
	(8)	47	4	19	9	4	13	5	8	5
		24.0%	21.1%	30.6%	19.1%	36.4%	28.9%	15.6%	22.9%	21.7%
LEAST IMPORTANT	(9)	50	5	17	12	0	7	13	8	4
		25.5%	26.3%	27.4%	25.5%	-%	15.6%	40.6%	22.9%	17.4%
BASE		196	19	62	47	11	45	32	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
+=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE ENERGY TAX CREDIT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	6.89	7.00	7.13	6.94	7.00	6.93	7.16	6.40	6.30
SIGMA	196	19	62	47	11	45	32	35	23
	100.0	100.1	100.0	100.0	100.1	100.1	100.0	100.1	99.8

*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"CAPITAL GAINS TAX REFORM"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	28	3	7	10	1	5	5	4	4
TOTAL ANSWERING	197	19	63	48	11	45	32	35	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
CAPITAL GAINS TAX REFORM									
MOST IMPORTANT (1)	52	1	16	16	6	14	6	10	5
	26.4%	5.3%	25.4%	33.3%	54.5%	31.1%	18.8%	28.6%	21.7%
(2)	22	1	6	4	1	4	4	4	2
	11.2%	5.3%	9.5%	8.3%	9.1%	8.9%	12.5%	11.4%	8.7%
(3)	22	0	6	8	0	2	6	2	2
	11.2%	-%	9.5%	16.7%	-%	4.4%	18.8%	5.7%	8.7%
(4)	23	3	6	5	0	6	6	5	5
	11.7%	15.8%	9.5%	10.4%	-%	13.3%	18.8%	14.3%	21.7%
(5)	24	3	10	7	2	5	3	2	2
	12.2%	15.8%	15.9%	14.6%	18.2%	11.1%	9.4%	5.7%	8.7%
(6)	21	4	9	3	1	8	2	4	4
	10.7%	21.1%	14.3%	6.3%	9.1%	17.8%	6.3%	11.4%	17.4%
(7)	11	3	5	1	1	3	2	2	1
	5.6%	15.8%	7.9%	2.1%	9.1%	6.7%	6.3%	5.7%	4.3%
(8)	9	1	2	2	0	2	3	1	0
	4.6%	5.3%	3.2%	4.2%	-%	4.4%	9.4%	2.9%	-%
LEAST IMPORTANT (9)	13	3	3	2	0	1	0	5	2
	6.6%	15.8%	4.8%	4.2%	-%	2.2%	-%	14.3%	8.7%
BASE	197	19	63	48	11	45	32	35	23

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"CAPITAL GAINS TAX REFORM"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.89	5.79	4.00	3.38	2.82	3.80	3.78	4.14	4.09
SIGMA	197	19	63	48	11	45	32	35	23
	100.2	100.2	100.0	100.1	100.0	99.9	100.3	100.0	99.9

*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"AIR POLLUTION"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	0	1	2	0	0	0	0	0
TOTAL ANSWERING	222	22	69	56	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	31	8	9	6	0	4	6	6	2
	14.0%	36.4%	13.0%	10.7%	-%	8.0%	16.2%	15.4%	7.4%
NO	191	14	60	50	12	46	31	33	25
	86.0%	63.6%	87.0%	89.3%	100.0%	92.0%	83.8%	84.6%	92.6%
SIGMA	222	22	69	56	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "DISPOSAL OF HAZARDOUS WASTE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	0	0	2	0	1	1	0	0
TOTAL ANSWERING	222	22	70	56	12	49	36	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	68	9	18	19	2	13	13	13	5
	30.6%	40.9%	25.7%	33.9%	16.7%	26.5%	36.1%	33.3%	18.5%
NO	154	13	52	37	10	36	23	26	22
	69.4%	59.1%	74.3%	66.1%	83.3%	73.5%	63.9%	66.7%	81.5%
SIGMA	222	22	70	56	12	49	36	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"DISPOSAL OF NON-HAZARDOUS WASTE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	0	0	2	0	0	0	0	0
TOTAL ANSWERING	223	22	70	56	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	56	8	12	16	2	8	13	12	4
	25.1%	36.4%	17.1%	28.6%	16.7%	16.0%	35.1%	30.8%	14.8%
NO	167	14	58	40	10	42	24	27	23
	74.9%	63.6%	82.9%	71.4%	83.3%	84.0%	64.9%	69.2%	85.2%
SIGMA	223	22	70	56	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"REGULATION OF UNDERGROUND STORAGE TANKS"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	0	0	1	0	0	0	0	0
TOTAL ANSWERING	224	22	70	57	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	53	8	10	14	2	13	11	11	2
	23.7%	36.4%	14.3%	24.6%	16.7%	26.0%	29.7%	28.2%	7.4%
NO	171	14	60	43	10	37	26	28	25
	76.3%	63.6%	85.7%	75.4%	83.3%	74.0%	70.3%	71.8%	92.6%
SIGMA	224	22	70	57	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"INFORMING COMMUNITY ABOUT THE USE OF HAZARDOUS SUBSTANCE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	0	0	2	0	0	0	0	0
TOTAL ANSWERING	223	22	70	56	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	27	4	7	7	0	8	5	5	0
	12.1%	18.2%	10.0%	12.5%	-%	16.0%	13.5%	12.8%	-%
NO	196	18	63	49	12	42	32	34	27
	87.9%	81.8%	90.0%	87.5%	100.0%	84.0%	86.5%	87.2%	100.0%
SIGMA	223	22	70	56	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.14- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "INFORMING WORKERS ABOUT THE USE OF HAZARDOUS SUBSTANCES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	4	0	1	2	0	0	0	1	0
TOTAL ANSWERING	221	22	69	56	12	50	37	38	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	34	4	10	8	1	8	7	4	0
	15.4%	18.2%	14.5%	14.3%	8.3%	16.0%	18.9%	10.5%	-%
NO	187	18	59	48	11	42	30	34	27
	84.6%	81.8%	85.5%	85.7%	91.7%	84.0%	81.1%	89.5%	100.0%
SIGMA	221	22	69	56	12	50	37	38	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.15- WHETHER HAD ANY PROBLEMS SECURING FINANCING BECAUSE OF LENDER LIABILITY FOR ENVIRONMENTAL PROBLEMS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	0	0	1	0	0	0	0	0
TOTAL ANSWERING	224	22	70	57	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	17	1	8	5	0	5	1	3	3
	7.6%	4.5%	11.4%	8.8%	-%	10.0%	2.7%	7.7%	11.1%
NO	207	21	62	52	12	45	36	36	24
	92.4%	95.5%	88.6%	91.2%	100.0%	90.0%	97.3%	92.3%	88.9%
SIGMA	224	22	70	57	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.16A- WHETHER USE RECYCLED MATERIALS IN YOUR PRODUCTS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	0	1	1	0	0	0	0	1
TOTAL ANSWERING	223	22	69	57	12	50	37	39	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	128	14	34	35	9	36	19	24	19
	57.4%	63.6%	49.3%	61.4%	75.0%	72.0%	51.4%	61.5%	73.1%
NO	95	8	35	22	3	14	18	15	7
	42.6%	36.4%	50.7%	38.6%	25.0%	28.0%	48.6%	38.5%	26.9%
SIGMA	223	22	69	57	12	50	37	39	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 41

ENVIRONMENTAL ISSUES
Q.16B- WHETHER USE RECYCLED MATERIALS IN YOUR PACKAGING

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	0	1	1	0	0	0	0	0
TOTAL ANSWERING	223	22	69	57	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	145	11	41	43	11	37	21	21	20
	65.0%	50.0%	59.4%	75.4%	91.7%	74.0%	56.8%	53.8%	74.1%
NO	78	11	28	14	1	13	16	18	7
	35.0%	50.0%	40.6%	24.6%	8.3%	26.0%	43.2%	46.2%	25.9%
SIGMA	223	22	69	57	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.17A- RANKING OF THE FOLLOWING OPTION AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL: "TAX AT POINT OF PRODUCTION ON NON-RECYCLABLE MATERIALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		25	3	7	9	1	4	3	2	3
TOTAL ANSWERING		200	19	63	49	11	46	34	37	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAX AT POINT OF PRODUCTION ON NON-RECYCLABLE MATERIALS										
MOST ACCEPTABLE	(1)	11	0	2	4	1	3	0	2	1
		5.5%	-%	3.2%	8.2%	9.1%	6.5%	-%	5.4%	4.2%
	(2)	15	4	7	4	0	3	1	1	1
		7.5%	21.1%	11.1%	8.2%	-%	6.5%	2.9%	2.7%	4.2%
	(3)	36	3	15	6	1	8	5	5	4
		18.0%	15.8%	23.8%	12.2%	9.1%	17.4%	14.7%	13.5%	16.7%
	(4)	72	8	24	16	5	18	15	16	12
		36.0%	42.1%	38.1%	32.7%	45.5%	39.1%	44.1%	43.2%	50.0%
LEAST ACCEPTABLE	(5)	66	4	15	19	4	14	13	13	6
		33.0%	21.1%	23.8%	38.8%	36.4%	30.4%	38.2%	35.1%	25.0%
BASE		200	19	63	49	11	46	34	37	24
MEAN		3.84	3.63	3.68	3.86	4.00	3.80	4.18	4.00	3.88
SIGMA		200	19	63	49	11	46	34	37	24
		100.0	100.1	100.0	100.1	100.1	99.9	99.9	99.9	100.1

+=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.17A- RANKING OF THE FOLLOWING OPTION AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL: "ESTABLISH NATIONAL STANDARDS FOR PRODUCT AND PACKAGING DESIGN"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		24	2	6	9	1	4	3	2	3
TOTAL ANSWERING		201	20	64	49	11	46	34	37	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ESTABLISH NATIONAL STANDARDS FOR PRODUCT AND PACKAGING DESIGN										
MOST ACCEPTABLE	(1)	23	1	6	8	1	5	5	4	2
		11.4%	5.0%	9.4%	16.3%	9.1%	10.9%	14.7%	10.8%	8.3%
	(2)	34	5	13	7	4	7	5	6	4
		16.9%	25.0%	20.3%	14.3%	36.4%	15.2%	14.7%	16.2%	16.7%
	(3)	45	4	15	11	4	11	10	10	7
		22.4%	20.0%	23.4%	22.4%	36.4%	23.9%	29.4%	27.0%	29.2%
	(4)	29	1	6	11	0	6	3	3	4
		14.4%	5.0%	9.4%	22.4%	-%	13.0%	8.8%	8.1%	16.7%
LEAST ACCEPTABLE	(5)	70	9	24	12	2	17	11	14	7
		34.8%	45.0%	37.5%	24.5%	18.2%	37.0%	32.4%	37.8%	29.2%
BASE		201	20	64	49	11	46	34	37	24
MEAN		3.44	3.60	3.45	3.24	2.82	3.50	3.29	3.46	3.42
SIGMA		201	20	64	49	11	46	34	37	24
		99.9	100.0	100.0	99.9	100.1	100.0	100.0	99.9	100.1

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*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.17A- RANKING OF THE FOLLOWING OPTION AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"PROVIDE TAX INCENTIVE FOR USE OF RECYCLED MATERIALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		18	2	3	8	1	3	1	2	3
TOTAL ANSWERING		207	20	67	50	11	47	36	37	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PROVIDE TAX INCENTIVE FOR USE OF RECYCLED MATERIALS										
MOST ACCEPTABLE	(1)	96	11	38	21	6	19	16	16	11
		46.4%	55.0%	56.7%	42.0%	54.5%	40.4%	44.4%	43.2%	45.8%
	(2)	64	6	14	17	2	17	11	12	4
		30.9%	30.0%	20.9%	34.0%	18.2%	36.2%	30.6%	32.4%	16.7%
	(3)	30	2	10	5	2	8	7	6	6
		14.5%	10.0%	14.9%	10.0%	18.2%	17.0%	19.4%	16.2%	25.0%
	(4)	13	1	4	5	1	2	1	2	2
		6.3%	5.0%	6.0%	10.0%	9.1%	4.3%	2.8%	5.4%	8.3%
LEAST ACCEPTABLE	(5)	4	0	1	2	0	1	1	1	1
		1.9%	-%	1.5%	4.0%	-%	2.1%	2.8%	2.7%	4.2%
BASE		207	20	67	50	11	47	36	37	24
MEAN		1.86	1.65	1.75	2.00	1.82	1.91	1.89	1.92	2.08
SIGMA		207	20	67	50	11	47	36	37	24
		100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.17A- RANKING OF THE FOLLOWING OPTION AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"IMPOSE TAX ON PURCHASES OF NON-RECYCLABLE PRODUCTS AT POINT OF SALE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		25	3	6	10	1	4	3	2	3
TOTAL ANSWERING		200	19	64	48	11	46	34	37	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
IMPOSE TAX ON PURCHASES OF NON-RECYCLABLE PRODUCTS AT POINT OF SALE										
MOST ACCEPTABLE	(1)	12	2	3	5	0	4	1	1	2
		6.0%	10.5%	4.7%	10.4%	-%	8.7%	2.9%	2.7%	8.3%
	(2)	34	0	13	10	2	4	4	7	4
		17.0%	-%	20.3%	20.8%	18.2%	8.7%	11.8%	18.9%	16.7%
	(3)	48	7	13	11	0	10	11	8	4
		24.0%	36.8%	20.3%	22.9%	-%	21.7%	32.4%	21.6%	16.7%
	(4)	61	6	17	11	5	15	10	15	5
		30.5%	31.6%	26.6%	22.9%	45.5%	32.6%	29.4%	40.5%	20.8%
LEAST ACCEPTABLE	(5)	45	4	18	11	4	13	8	6	9
		22.5%	21.1%	28.1%	22.9%	36.4%	28.3%	23.5%	16.2%	37.5%
BASE		200	19	64	48	11	46	34	37	24
MEAN		3.47	3.53	3.53	3.27	4.00	3.63	3.59	3.49	3.63
SIGMA		200	19	64	48	11	46	34	37	24
		100.0	100.0	100.0	99.9	100.1	100.0	100.0	99.9	100.0

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ENVIRONMENTAL ISSUES

Q.17A- RANKING OF THE FOLLOWING OPTION AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL: "INTENSIFY CONSUMER EDUCATION AND AWARENESS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		20	2	3	7	1	2	3	2	3
TOTAL ANSWERING		205	20	67	51	11	48	34	37	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INTENSIFY CONSUMER EDUCATION AND AWARENESS										
MOST ACCEPTABLE	(1)	68	6	19	15	3	17	14	14	8
		33.2%	30.0%	28.4%	29.4%	27.3%	35.4%	41.2%	37.8%	33.3%
	(2)	57	5	19	12	3	16	13	11	11
		27.8%	25.0%	28.4%	23.5%	27.3%	33.3%	38.2%	29.7%	45.8%
	(3)	42	4	12	15	4	9	1	8	3
		20.5%	20.0%	17.9%	29.4%	36.4%	18.8%	2.9%	21.6%	12.5%
	(4)	24	3	12	5	0	5	5	1	1
		11.7%	15.0%	17.9%	9.8%	-%	10.4%	14.7%	2.7%	4.2%
LEAST ACCEPTABLE	(5)	14	2	5	4	1	1	1	3	1
		6.8%	10.0%	7.5%	7.8%	9.1%	2.1%	2.9%	8.1%	4.2%
BASE		205	20	67	51	11	48	34	37	24
MEAN		2.31	2.50	2.48	2.43	2.36	2.10	2.00	2.14	2.00
SIGMA		205	20	67	51	11	48	34	37	24
		100.0	100.0	100.1	99.9	100.1	100.0	99.9	99.9	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.18- IMPACT IMPORTS HAD ON COMPANY'S SALES IN 1990

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
TOTAL ANSWERING	225	22	70	58	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
A SIGNIFICANT IMPACT	48	1	17	16	3	8	6	3	6
	21.3%	4.5%	24.3%	27.6%	25.0%	16.0%	16.2%	7.7%	22.2%
A MINOR BUT GROWING IMPACT	98	10	32	31	5	22	14	14	14
	43.6%	45.5%	45.7%	53.4%	41.7%	44.0%	37.8%	35.9%	51.9%
NO IMPACT AT ALL	79	11	21	11	4	20	17	22	7
	35.1%	50.0%	30.0%	19.0%	33.3%	40.0%	45.9%	56.4%	25.9%
SIGMA	225	22	70	58	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.19A- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "PRICE OF IMPORT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		18	0	4	6	1	3	2	5	2
TOTAL ANSWERING		207	22	66	52	11	47	35	34	25
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PRICE OF IMPORT										
VERY IMPORTANT	(3)	170	20	54	45	11	35	24	28	22
		82.1%	90.9%	81.8%	86.5%	100.0%	74.5%	68.6%	82.4%	88.0%
MODERATELY IMPORTANT	(2)	34	2	11	7	0	10	9	6	3
		16.4%	9.1%	16.7%	13.5%	-%	21.3%	25.7%	17.6%	12.0%
NOT IMPORTANT	(1)	3	0	1	0	0	2	2	0	0
		1.4%	-%	1.5%	-%	-%	4.3%	5.7%	-%	-%
BASE		207	22	66	52	11	47	35	34	25
MEAN		2.81	2.91	2.80	2.87	3.00	2.70	2.63	2.82	2.88
SIGMA		207	22	66	52	11	47	35	34	25
		99.9	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0

+=LESS THAN .5%

INTERNATIONAL TRADE
Q.19B- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"VALUE OF U.S. DOLLAR"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		20	0	5	7	1	3	2	5	2
TOTAL ANSWERING		205	22	65	51	11	47	35	34	25
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VALUE OF U.S. DOLLAR										
VERY IMPORTANT	(3)	97	12	36	24	6	24	16	16	9
		47.3%	54.5%	55.4%	47.1%	54.5%	51.1%	45.7%	47.1%	36.0%
MODERATELY IMPORTANT	(2)	92	10	22	25	3	19	15	17	14
		44.9%	45.5%	33.8%	49.0%	27.3%	40.4%	42.9%	50.0%	56.0%
NOT IMPORTANT	(1)	16	0	7	2	2	4	4	1	2
		7.8%	-%	10.8%	3.9%	18.2%	8.5%	11.4%	2.9%	8.0%
BASE		205	22	65	51	11	47	35	34	25
MEAN		2.40	2.55	2.45	2.43	2.36	2.43	2.34	2.44	2.28
SIGMA		205	22	65	51	11	47	35	34	25
		100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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INTERNATIONAL TRADE
Q.19C- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "QUALITY OF IMPORTS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		20	0	4	8	1	3	2	5	2
TOTAL ANSWERING		205	22	66	50	11	47	35	34	25
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
QUALITY OF IMPORTS										
VERY IMPORTANT	(3)	65	11	19	14	6	11	9	13	12
		31.7%	50.0%	28.8%	28.0%	54.5%	23.4%	25.7%	38.2%	48.0%
MODERATELY IMPORTANT	(2)	95	8	26	32	2	27	14	17	7
		46.3%	36.4%	39.4%	64.0%	18.2%	57.4%	40.0%	50.0%	28.0%
NOT IMPORTANT	(1)	45	3	21	4	3	9	12	4	6
		22.0%	13.6%	31.8%	8.0%	27.3%	19.1%	34.3%	11.8%	24.0%
BASE		205	22	66	50	11	47	35	34	25
MEAN		2.10	2.36	1.97	2.20	2.27	2.04	1.91	2.26	2.24
SIGMA		205	22	66	50	11	47	35	34	25
		100.0	100.0	100.0	100.0	100.0	99.9	100.0	100.0	100.0

**=LESS THAN .5%

INTERNATIONAL TRADE
Q.19D- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"NON-COMPETITIVE U.S. LABOR COSTS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		19	0	3	7	1	3	2	6	2
TOTAL ANSWERING		206	22	67	51	11	47	35	33	25
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
NON-COMPETITIVE U.S. LABOR COSTS										
VERY IMPORTANT	(3)	115	17	37	29	10	22	17	18	14
		55.8%	77.3%	55.2%	56.9%	90.9%	46.8%	48.6%	54.5%	56.0%
MODERATELY IMPORTANT	(2)	78	4	28	18	1	21	12	11	10
		37.9%	18.2%	41.8%	35.3%	9.1%	44.7%	34.3%	33.3%	40.0%
NOT IMPORTANT	(1)	13	1	2	4	0	4	6	4	1
		6.3%	4.5%	3.0%	7.8%	-%	8.5%	17.1%	12.1%	4.0%
BASE		206	22	67	51	11	47	35	33	25
MEAN		2.50	2.73	2.52	2.49	2.91	2.38	2.31	2.42	2.52
SIGMA		206	22	67	51	11	47	35	33	25
		100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0

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INTERNATIONAL TRADE
Q.19E- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"CONSUMER ACCEPTANCE OF IMPORTS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		20	0	3	7	1	3	3	6	2
TOTAL ANSWERING		205	22	67	51	11	47	34	33	25
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
CONSUMER ACCEPTANCE OF IMPORTS										
VERY IMPORTANT	(3)	94	8	29	25	8	20	14	13	13
		45.9%	36.4%	43.3%	49.0%	72.7%	42.6%	41.2%	39.4%	52.0%
MODERATELY IMPORTANT	(2)	88	11	32	22	3	21	15	14	7
		42.9%	50.0%	47.8%	43.1%	27.3%	44.7%	44.1%	42.4%	28.0%
NOT IMPORTANT	(1)	23	3	6	4	0	6	5	6	5
		11.2%	13.6%	9.0%	7.8%	-%	12.8%	14.7%	'18.2%	20.0%
BASE		205	22	67	51	11	47	34	33	25
MEAN		2.35	2.23	2.34	2.41	2.73	2.30	2.26	2.21	2.32
SIGMA		205	22	67	51	11	47	34	33	25
		100.0	100.0	100.1	99.9	100.0	100.1	100.0	100.0	100.0

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INTERNATIONAL TRADE
Q.19F- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"UNFAIR FOREIGN TRADE PRACTICES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	21	0	5	8	1	3	2	5	2
TOTAL ANSWERING	204	22	65	50	11	47	35	34	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNFAIR FOREIGN TRADE PRACTICES									
VERY IMPORTANT (3)	97	6	28	24	6	17	19	14	10
	47.5%	27.3%	43.1%	48.0%	54.5%	36.2%	54.3%	41.2%	40.0%
MODERATELY IMPORTANT (2)	76	11	28	19	5	20	10	14	13
	37.3%	50.0%	43.1%	38.0%	45.5%	42.6%	28.6%	41.2%	52.0%
NOT IMPORTANT (1)	31	5	9	7	0	10	6	6	2
	15.2%	22.7%	13.8%	14.0%	-%	21.3%	17.1%	17.6%	8.0%
BASE	204	22	65	50	11	47	35	34	25
MEAN	2.32	2.05	2.29	2.34	2.55	2.15	2.37	2.24	2.32
SIGMA	204	22	65	50	11	47	35	34	25
	100.0	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0

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INTERNATIONAL TRADE
Q.19G- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"CUSTOMERS LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		20	0	4	7	1	4	2	5	3
TOTAL ANSWERING		205	22	66	51	11	46	35	34	24
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
CUSTOMERS LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS										
VERY IMPORTANT	(3)	69	5	25	20	4	11	11	9	5
		33.7%	22.7%	37.9%	39.2%	36.4%	23.9%	31.4%	26.5%	20.8%
MODERATELY IMPORTANT	(2)	68	10	20	16	5	20	11	12	9
		33.2%	45.5%	30.3%	31.4%	45.5%	43.5%	31.4%	35.3%	37.5%
NOT IMPORTANT	(1)	68	7	21	15	2	15	13	13	10
		33.2%	31.8%	31.8%	29.4%	18.2%	32.6%	37.1%	38.2%	41.7%
BASE		205	22	66	51	11	46	35	34	24
MEAN		2.00	1.91	2.06	2.10	2.18	1.91	1.94	1.88	1.79
SIGMA		205	22	66	51	11	46	35	34	24
		100.1	100.0	100.0	100.0	100.1	100.0	99.9	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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INTERNATIONAL TRADE
Q.20- WHETHER COMPANY CURRENTLY EXPORTS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	0	0	0	1	0	0	1	0
TOTAL ANSWERING	224	22	70	58	11	50	37	38	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	192	16	62	56	11	42	31	30	24
	85.7%	72.7%	88.6%	96.6%	100.0%	84.0%	83.8%	78.9%	88.9%
NO	32	6	8	2	0	8	6	8	3
	14.3%	27.3%	11.4%	3.4%	-%	16.0%	16.2%	21.1%	11.1%
SIGMA	224	22	70	58	11	50	37	38	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

-=LESS THAN .5%

INTERNATIONAL TRADE
Q.20- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORT

BASE: COMPANY CURRENTLY EXPORTS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	192	16	62	56	11	42	31	30	24
NO ANSWER	15	1	5	4	1	1	2	3	3
TOTAL ANSWERING	177	15	57	52	10	41	29	27	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	18	3	7	6	1	2	1	5	1
	10.2%	20.0%	12.3%	11.5%	10.0%	4.9%	3.4%	18.5%	4.8%
2%	19	0	8	4	0	5	5	6	6
	10.7%	-%	14.0%	7.7%	-%	12.2%	17.2%	22.2%	28.6%
3%	11	0	2	2	2	7	0	1	1
	6.2%	-%	3.5%	3.8%	20.0%	17.1%	-%	3.7%	4.8%
4%	6	1	0	3	0	2	1	1	0
	3.4%	6.7%	-%	5.8%	-%	4.9%	3.4%	3.7%	-%
5%	41	7	13	9	3	5	8	8	6
	23.2%	46.7%	22.8%	17.3%	30.0%	12.2%	27.6%	29.6%	28.6%
6%	8	1	6	0	0	1	0	1	1
	4.5%	6.7%	10.5%	-%	-%	2.4%	-%	3.7%	4.8%
7%	4	0	1	0	0	2	2	0	0
	2.3%	-%	1.8%	-%	-%	4.9%	6.9%	-%	-%
8%	8	0	2	3	0	3	1	1	1
	4.5%	-%	3.5%	5.8%	-%	7.3%	3.4%	3.7%	4.8%
9%	1	0	1	0	1	0	0	0	0
	.6%	-%	1.8%	-%	10.0%	-%	-%	-%	-%
10%	25	1	6	7	2	7	7	2	2
	14.1%	6.7%	10.5%	13.5%	20.0%	17.1%	24.1%	7.4%	9.5%
12%	9	1	3	5	0	1	0	1	0
	5.1%	6.7%	5.3%	9.6%	-%	2.4%	-%	3.7%	-%
13%	1	0	1	0	0	0	0	0	0
	.6%	-%	1.8%	-%	-%	-%	-%	-%	-%

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INTERNATIONAL TRADE
Q.20- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORT

BASE: COMPANY CURRENTLY EXPORTS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
15%	10 5.6%	1 6.7%	3 5.3%	6 11.5%	0 -%	2 4.9%	1 3.4%	0 -%	2 9.5%
17%	2 1.1%	0 -%	0 -%	2 3.8%	0 -%	0 -%	0 -%	0 -%	0 -%
18%	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	1 3.4%	0 -%	0 -%
20%	7 4.0%	0 -%	2 3.5%	2 3.8%	0 -%	3 7.3%	2 6.9%	1 3.7%	1 4.8%
25%	2 1.1%	0 -%	1 1.8%	0 -%	0 -%	1 2.4%	0 -%	0 -%	0 -%
30%	3 1.7%	0 -%	1 1.8%	2 3.8%	1 10.0%	0 -%	0 -%	0 -%	0 -%
70%	1 .6%	0 -%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	177	15	57	52	10	41	29	27	21
MEAN	7.85	5.67	7.21	10.10	8.10	7.49	7.59	4.81	6.19
SIGMA	177 100.1	15 100.2	57 100.2	52 99.8	10 100.0	41 100.0	29 99.7	27 99.9	21 100.2

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.21- WHAT DO YOU BELIEVE THE IMPACT WILL BE FROM ESTABLISHMENT OF A UNIFIED EUROPEAN COMMUNITY COMMON MARKET IN 1992 ON YOUR ABILITY TO EXPORT?

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	4	0	1	2	0	1	1	0	0
TOTAL ANSWERING	221	22	69	56	12	49	36	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MORE RESTRICTIVE	42	5	16	15	2	8	6	3	5
	19.0%	22.7%	23.2%	26.8%	16.7%	16.3%	16.7%	7.7%	18.5%
LESS RESTRICTIVE	42	5	10	11	2	7	9	8	7
	19.0%	22.7%	14.5%	19.6%	16.7%	14.3%	25.0%	20.5%	25.9%
NO CHANGE	62	6	22	12	4	12	6	12	9
	28.1%	27.3%	31.9%	21.4%	33.3%	24.5%	16.7%	30.8%	33.3%
DON'T KNOW	75	6	21	18	4	22	15	16	6
	33.9%	27.3%	30.4%	32.1%	33.3%	44.9%	41.7%	41.0%	22.2%
SIGMA	221	22	69	56	12	49	36	39	27
	100.0	100.0	100.0	99.9	100.0	100.0	100.1	100.0	99.9

**=LESS THAN .5%

INTERNATIONAL TRADE
Q.22- WHETHER COMPANY FORECASTING HIGHER EXPORT SALES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	0	1	0	0	1	2	0	0
TOTAL ANSWERING	222	22	69	58	12	49	35	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	136	12	42	41	8	28	27	19	16
	61.3%	54.5%	60.9%	70.7%	66.7%	57.1%	77.1%	48.7%	59.3%
NO	86	10	27	17	4	21	8	20	11
	38.7%	45.5%	39.1%	29.3%	33.3%	42.9%	22.9%	51.3%	40.7%
SIGMA	222	22	69	58	12	49	35	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.22- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	136	12	42	41	8	28	27	19	16
NO ANSWER	17	1	5	5	0	3	2	2	3
TOTAL ANSWERING	119	11	37	36	8	25	25	17	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	6	1	4	1	0	2	0	0	0
	5.0%	9.1%	10.8%	2.8%	-%	8.0%	-%	-%	-%
2%	6	0	1	0	0	2	3	0	1
	5.0%	-%	2.7%	-%	-%	8.0%	12.0%	-%	7.7%
3%	9	0	5	3	2	1	1	1	0
	7.6%	-%	13.5%	8.3%	25.0%	4.0%	4.0%	5.9%	-%
4%	1	1	1	0	0	0	0	1	0
	.8%	9.1%	2.7%	-%	-%	-%	-%	5.9%	-%
5%	19	0	3	7	0	1	5	4	3
	16.0%	-%	8.1%	19.4%	-%	4.0%	20.0%	23.5%	23.1%
6%	3	0	0	1	0	1	1	0	0
	2.5%	-%	-%	2.8%	-%	4.0%	4.0%	-%	-%
8%	2	0	1	1	0	1	2	0	1
	1.7%	-%	2.7%	2.8%	-%	4.0%	8.0%	-%	7.7%
10%	28	5	9	10	1	6	3	7	2
	23.5%	45.5%	24.3%	27.8%	12.5%	24.0%	12.0%	41.2%	15.4%
12%	2	0	1	0	1	0	1	0	0
	1.7%	-%	2.7%	-%	12.5%	-%	4.0%	-%	-%
15%	9	0	2	5	0	3	1	0	0
	7.6%	-%	5.4%	13.9%	-%	12.0%	4.0%	-%	-%
20%	8	1	0	2	0	2	4	1	0
	6.7%	9.1%	-%	5.6%	-%	8.0%	16.0%	5.9%	-%
25%	6	1	2	3	1	1	2	1	1
	5.0%	9.1%	5.4%	8.3%	12.5%	4.0%	8.0%	5.9%	7.7%

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INTERNATIONAL TRADE
Q.22- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1991

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
30%	5 4.2%	0 -%	2 5.4%	1 2.8%	1 12.5%	1 4.0%	1 4.0%	0 -%	2 15.4%
35%	1 .8%	0 -%	1 2.7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
50%	10 8.4%	1 9.1%	4 10.8%	1 2.8%	2 25.0%	4 16.0%	1 4.0%	2 11.8%	2 15.4%
75%	1 .8%	0 -%	0 -%	1 2.8%	0 -%	0 -%	0 -%	0 -%	0 -%
100%	3 2.5%	1 9.1%	1 2.7%	0 -%	0 -%	0 -%	0 -%	0 -%	1 7.7%
BASE	119	11	37	36	8	25	25	17	13
MEAN	16.70	22.73	16.89	14.00	22.88	17.12	12.92	14.24	25.38
SIGMA	119 99.8	11 100.1	37 99.9	36 100.1	8 100.0	25 100.0	25 100.0	17 100.1	13 100.1

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INTERNATIONAL TRADE

Q.23- TREND OF COMPANY'S EXPORT SALES IN 1990 COMPARED WITH PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	21	3	3	3	0	4	5	7	2
TOTAL ANSWERING	204	19	67	55	12	46	32	32	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SIGNIFICANT INCREASE	46	3	14	12	5	10	10	2	4
	22.5%	15.8%	20.9%	21.8%	41.7%	21.7%	31.3%	6.3%	16.0%
SLIGHT INCREASE	82	10	25	22	2	20	17	15	11
	40.2%	52.6%	37.3%	40.0%	16.7%	43.5%	53.1%	46.9%	44.0%
STABLE	54	6	22	15	5	12	2	12	7
	26.5%	31.6%	32.8%	27.3%	41.7%	26.1%	6.3%	37.5%	28.0%
SMALL DECLINE	15	0	5	3	0	2	3	2	3
	7.4%	-%	7.5%	5.5%	-%	4.3%	9.4%	6.3%	12.0%
SIGNIFICANT DECLINE	7	0	1	3	0	2	0	1	0
	3.4%	-%	1.5%	5.5%	-%	4.3%	-%	3.1%	-%
SIGMA	204	19	67	55	12	46	32	32	25
	100.0	100.0	100.0	100.1	100.1	99.9	100.1	100.1	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.24- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	63	9	17	9	5	14	15	15	3
TOTAL ANSWERING	162	13	53	49	7	36	22	24	24
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAIWAN	100	4	33	32	4	18	16	12	12
	61.7%	30.8%	62.3%	65.3%	57.1%	50.0%	72.7%	50.0%	50.0%
JAPAN	64	5	17	28	2	9	7	8	8
	39.5%	38.5%	32.1%	57.1%	28.6%	25.0%	31.8%	33.3%	33.3%
KOREA	50	1	18	18	2	7	7	4	5
	30.9%	7.7%	34.0%	36.7%	28.6%	19.4%	31.8%	16.7%	20.8%
CHINA	48	2	21	14	2	7	6	6	3
	29.6%	15.4%	39.6%	28.6%	28.6%	19.4%	27.3%	25.0%	12.5%
GERMANY	36	2	6	15	2	9	6	7	7
	22.2%	15.4%	11.3%	30.6%	28.6%	25.0%	27.3%	29.2%	29.2%
MEXICO	22	8	8	2	0	10	3	2	7
	13.6%	61.5%	15.1%	4.1%	-%	27.8%	13.6%	8.3%	29.2%
CANADA	17	5	10	0	2	4	2	4	5
	10.5%	38.5%	18.9%	-%	28.6%	11.1%	9.1%	16.7%	20.8%
BRAZIL	15	2	2	7	0	5	1	4	1
	9.3%	15.4%	3.8%	14.3%	-%	13.9%	4.5%	16.7%	4.2%
ITALY	15	0	5	2	1	8	1	5	3
	9.3%	-%	9.4%	4.1%	14.3%	22.2%	4.5%	20.8%	12.5%
HONG KONG	12	0	6	4	1	1	3	1	3
	7.4%	-%	11.3%	8.2%	14.3%	2.8%	13.6%	4.2%	12.5%
ENGLAND	11	1	3	1	1	3	2	4	3
	6.8%	7.7%	5.7%	2.0%	14.3%	8.3%	9.1%	16.7%	12.5%
FRANCE	7	0	1	2	1	3	1	0	2
	4.3%	-%	1.9%	4.1%	14.3%	8.3%	4.5%	-%	8.3%

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1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 61/2

INTERNATIONAL TRADE

Q.24- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
AUSTRALIA	4 2.5%	0 -%	2 3.8%	1 2.0%	0 -%	0 -%	1 4.5%	0 -%	0 -%
SPAIN	4 2.5%	0 -%	2 3.8%	1 2.0%	0 -%	0 -%	1 4.5%	0 -%	0 -%
VENEZUELA	4 2.5%	2 15.4%	0 -%	0 -%	0 -%	1 2.8%	0 -%	1 4.2%	1 4.2%
ISRAEL	2 1.2%	0 -%	0 -%	2 4.1%	0 -%	0 -%	0 -%	0 -%	0 -%
PORTUGAL	2 1.2%	0 -%	1 1.9%	0 -%	0 -%	0 -%	1 4.5%	0 -%	0 -%
SINGAPORE	2 1.2%	0 -%	0 -%	0 -%	0 -%	1 2.8%	0 -%	0 -%	1 4.2%
THAILAND	2 1.2%	0 -%	2 3.8%	0 -%	0 -%	0 -%	1 4.5%	0 -%	0 -%
AUSTRIA	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.2%	1 4.2%
COSTA RICA	1 .6%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
DOMINICAN REPUBLIC	1 .6%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
GUATEMALA	1 .6%	0 -%	0 -%	0 -%	0 -%	1 2.8%	0 -%	0 -%	0 -%
INDONESIA	1 .6%	0 -%	1 1.9%	0 -%	0 -%	1 2.8%	0 -%	0 -%	0 -%
MALAYSIA	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.5%	0 -%	0 -%
NETHERLANDS	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.2%	0 -%

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INTERNATIONAL TRADE

Q.24- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
SCANDINAVIA	1 .6%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
SWEDEN	1 .6%	0 -%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%
USSR	1 .6%	0 -%	1 1.9%	0 -%	1 14.3%	0 -%	0 -%	0 -%	0 -%
MIDDLE EAST	1 .6%	0 -%	1 1.9%	0 -%	1 14.3%	0 -%	0 -%	0 -%	0 -%
EUROPE	1 .6%	1 7.7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
PACIFIC RIM	1 .6%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
SIGMA	430 265.2	33 254.0	143 270.1	131 267.2	20 285.9	88 244.4	60 272.3	60 250.2	62 258.4

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INTERNATIONAL TRADE
Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	52	5	14	13	3	13	10	11	5
TOTAL ANSWERING	173	17	56	45	9	37	27	28	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RAW MATERIALS									
0%	96	7	31	21	7	21	12	16	14
	55.5%	41.2%	55.4%	46.7%	77.8%	56.8%	44.4%	57.1%	63.6%
1-4%	17	2	4	8	0	3	2	2	1
	9.8%	11.8%	7.1%	17.8%	-%	8.1%	7.4%	7.1%	4.5%
5-9%	16	2	1	2	0	3	5	4	3
	9.2%	11.8%	1.8%	4.4%	-%	8.1%	18.5%	14.3%	13.6%
10-14%	11	1	4	3	1	1	1	3	1
	6.4%	5.9%	7.1%	6.7%	11.1%	2.7%	3.7%	10.7%	4.5%
15-19%	6	0	1	3	0	1	3	0	0
	3.5%	-%	1.8%	6.7%	-%	2.7%	11.1%	-%	-%
20-29%	8	2	5	1	0	1	2	1	1
	4.6%	11.8%	8.9%	2.2%	-%	2.7%	7.4%	3.6%	4.5%
30-39%	5	0	2	4	0	1	0	1	0
	2.9%	-%	3.6%	8.9%	-%	2.7%	-%	3.6%	-%
40-49%	4	2	3	1	0	1	0	0	1
	2.3%	11.8%	5.4%	2.2%	-%	2.7%	-%	-%	4.5%
50-59%	4	1	1	0	0	4	1	0	0
	2.3%	5.9%	1.8%	-%	-%	10.8%	3.7%	-%	-%
60-69%	2	0	2	0	1	1	0	1	1
	1.2%	-%	3.6%	-%	11.1%	2.7%	-%	3.6%	4.5%
70-79%	1	0	0	1	0	0	0	0	0
	.6%	-%	-%	2.2%	-%	-%	-%	-%	-%

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INTERNATIONAL TRADE
Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
80-89%	1 .6%	0 -%	1 1.8%	0 -%	0 -%	0 -%	1 3.7%	0 -%	0 -%
90-99%	1 .6%	0 -%	0 -%	1 2.2%	0 -%	0 -%	0 -%	0 -%	0 -%
100%	1 .6%	0 -%	1 1.8%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	173	17	56	45	9	37	27	28	22
MEAN	8.53	11.65	12.95	9.93	7.78	11.03	9.52	6.43	7.18
SIGMA	173 100.1	17 100.2	56 100.1	45 100.0	9 100.0	37 100.0	27 99.9	28 100.0	22 99.7

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	50	7	14	13	2	12	9	13	6
TOTAL ANSWERING	175	15	56	45	10	38	28	26	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
FINISHED PRODUCTS									
0%	84	7	20	19	4	20	13	14	12
	48.0%	46.7%	35.7%	42.2%	40.0%	52.6%	46.4%	53.8%	57.1%
1-4%	24	4	7	7	1	5	5	4	1
	13.7%	26.7%	12.5%	15.6%	10.0%	13.2%	17.9%	15.4%	4.8%
5-9%	17	3	8	5	1	3	2	2	3
	9.7%	20.0%	14.3%	11.1%	10.0%	7.9%	7.1%	7.7%	14.3%
10-14%	20	0	8	7	2	2	4	2	2
	11.4%	-%	14.3%	15.6%	20.0%	5.3%	14.3%	7.7%	9.5%
15-19%	5	0	2	1	0	2	1	1	1
	2.9%	-%	3.6%	2.2%	-%	5.3%	3.6%	3.8%	4.8%
20-29%	11	0	5	2	2	2	1	2	2
	6.3%	-%	8.9%	4.4%	20.0%	5.3%	3.6%	7.7%	9.5%
30-39%	3	1	2	0	0	1	0	1	0
	1.7%	6.7%	3.6%	-%	-%	2.6%	-%	3.8%	-%
40-49%	3	0	1	1	0	2	0	0	0
	1.7%	-%	1.8%	2.2%	-%	5.3%	-%	-%	-%
50-59%	2	0	0	2	0	0	0	0	0
	1.1%	-%	-%	4.4%	-%	-%	-%	-%	-%
60-69%	1	0	0	0	0	1	0	0	0
	.6%	-%	-%	-%	-%	2.6%	-%	-%	-%
70-79%	1	0	0	1	0	0	0	0	0
	.6%	-%	-%	2.2%	-%	-%	-%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
•=LESS THAN .5%

INTERNATIONAL TRADE
Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
80-89%	3 1.7%	0 -%	2 3.6%	0 -%	0 -%	0 -%	2 7.1%	0 -%	0 -%
100%	1 .6%	0 -%	1 1.8%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
BASE	175	15	56	45	10	38	28	26	21
MEAN	8.29	3.27	11.50	8.56	7.10	7.68	9.04	4.81	4.62
SIGMA	175 100.0	15 100.1	56 100.1	45 99.9	10 100.0	38 100.1	28 100.0	26 99.9	21 100.0

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.25- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	55	5	16	15	2	8	8	16	6
TOTAL ANSWERING	170	17	54	43	10	42	29	23	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
COMPONENTS									
0%	79	10	23	14	5	17	13	15	10
	46.5%	58.8%	42.6%	32.6%	50.0%	40.5%	44.8%	65.2%	47.6%
1-4%	37	4	11	10	2	11	5	5	4
	21.8%	23.5%	20.4%	23.3%	20.0%	26.2%	17.2%	21.7%	19.0%
5-9%	18	1	7	8	1	2	2	2	1
	10.6%	5.9%	13.0%	18.6%	10.0%	4.8%	6.9%	8.7%	4.8%
10-14%	12	1	3	3	1	3	1	0	4
	7.1%	5.9%	5.6%	7.0%	10.0%	7.1%	3.4%	-%	19.0%
15-19%	11	0	4	3	0	5	5	1	1
	6.5%	-%	7.4%	7.0%	-%	11.9%	17.2%	4.3%	4.8%
20-29%	5	0	2	2	0	2	1	0	1
	2.9%	-%	3.7%	4.7%	-%	4.8%	3.4%	-%	4.8%
30-39%	3	0	2	1	1	1	1	0	0
	1.8%	-%	3.7%	2.3%	10.0%	2.4%	3.4%	-%	-%
50-59%	1	1	0	0	0	1	0	0	0
	.6%	5.9%	-%	-%	-%	2.4%	-%	-%	-%
60-69%	3	0	1	2	0	0	1	0	0
	1.8%	-%	1.9%	4.7%	-%	-%	3.4%	-%	-%
100%	1	0	1	0	0	0	0	0	0
	.6%	-%	1.9%	-%	-%	-%	-%	-%	-%
BASE	170	17	54	43	10	42	29	23	21

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INTERNATIONAL TRADE

Q.25- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.76	4.18	7.69	7.44	5.10	6.19	7.76	1.48	4.33
SIGMA	170	17	54	43	10	42	29	23	21
	100.2	100.0	100.2	100.2	100.0	100.1	99.7	99.9	100.0

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INTERNATIONAL TRADE
Q.26- PERCENTAGE OF EXPORT SALES MADE TO CANADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	24	4	2	7	1	8	3	8	1
TOTAL ANSWERING	201	18	68	51	11	42	34	31	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	34	2	14	3	1	1	8	6	8
	16.9%	11.1%	20.6%	5.9%	9.1%	2.4%	23.5%	19.4%	30.8%
1-4%	46	8	16	9	2	7	8	7	5
	22.9%	44.4%	23.5%	17.6%	18.2%	16.7%	23.5%	22.6%	19.2%
5-9%	14	0	3	6	1	3	0	3	2
	7.0%	-%	4.4%	11.8%	9.1%	7.1%	-%	9.7%	7.7%
10-14%	20	1	6	8	1	5	4	3	2
	10.0%	5.6%	8.8%	15.7%	9.1%	11.9%	11.8%	9.7%	7.7%
15-19%	8	0	2	4	2	1	2	0	1
	4.0%	-%	2.9%	7.8%	18.2%	2.4%	5.9%	-%	3.8%
20-29%	12	1	4	2	0	2	3	2	1
	6.0%	5.6%	5.9%	3.9%	-%	4.8%	8.8%	6.5%	3.8%
30-39%	5	0	1	1	0	2	1	0	0
	2.5%	-%	1.5%	2.0%	-%	4.8%	2.9%	-%	-%
40-49%	4	0	1	3	1	2	1	0	2
	2.0%	-%	1.5%	5.9%	9.1%	4.8%	2.9%	-%	7.7%
50-59%	16	1	5	5	1	5	2	1	2
	8.0%	5.6%	7.4%	9.8%	9.1%	11.9%	5.9%	3.2%	7.7%
60-69%	4	0	1	0	0	1	2	0	1
	2.0%	-%	1.5%	-%	-%	2.4%	5.9%	-%	3.8%
70-79%	7	2	1	3	0	4	1	2	1
	3.5%	11.1%	1.5%	5.9%	-%	9.5%	2.9%	6.5%	3.8%
80-89%	6	2	3	2	0	2	1	2	0
	3.0%	11.1%	4.4%	3.9%	-%	4.8%	2.9%	6.5%	-%

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INTERNATIONAL TRADE
Q.26- PERCENTAGE OF EXPORT SALES MADE TO CANADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
90-99%	17 8.5%	1 5.6%	9 13.2%	3 5.9%	1 9.1%	4 9.5%	1 2.9%	4 12.9%	1 3.8%
100%	8 4.0%	0 -%	2 2.9%	2 3.9%	1 9.1%	3 7.1%	0 -%	1 3.2%	0 -%
BASE	201	18	68	51	11	42	34	31	26
MEAN	27.30	27.56	28.88	29.29	30.45	40.88	20 50	30.26	18.38
SIGMA	201 100.3	18 100.1	68 100.0	51 100.0	11 100.1	42 100.1	34 99.8	31 100.2	26 99.8

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- WHAT EFFECT HAS THE ENACTMENT OF THE U.S.-CANADIAN FREE TRADE TREATY HAD ON YOUR SALES TO CANADA?

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	13	3	2	3	0	3	2	5	0
TOTAL ANSWERING	212	19	68	55	12	47	35	34	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASE	53	6	14	16	5	14	11	10	5
	25.0%	31.6%	20.6%	29.1%	41.7%	29.8%	31.4%	29.4%	18.5%
DECREASE	5	0	1	1	0	3	1	1	0
	2.4%	-%	1.5%	1.8%	-%	6.4%	2.9%	2.9%	-%
NO CHANGE	154	13	53	38	7	30	23	23	22
	72.6%	68.4%	77.9%	69.1%	58.3%	63.8%	65.7%	67.6%	81.5%
SIGMA	212	19	68	55	12	47	35	34	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0

*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES
Q.28- WHETHER COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1990

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	4	2	0	2	0	0	0	2	0
TOTAL ANSWERING	221	20	70	56	12	50	37	37	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	40	1	7	13	1	8	8	7	6
	18.1%	5.0%	10.0%	23.2%	8.3%	16.0%	21.6%	18.9%	22.2%
NO	181	19	63	43	11	42	29	30	21
	81.9%	95.0%	90.0%	76.8%	91.7%	84.0%	78.4%	81.1%	77.8%
SIGMA	221	20	70	56	12	50	37	37	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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PATENTS/TRADEMARKS/COPYRIGHTS ISSUES
Q.29- WHETHER COMPANY PLACES "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PRODUCTS" PRODUCED IN THIS COUNTRY

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	20	5	5	4	0	4	4	6	2
TOTAL ANSWERING	205	17	65	54	12	46	33	33	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	125	4	35	52	8	22	15	19	17
	61.0%	23.5%	53.8%	96.3%	66.7%	47.8%	45.5%	57.6%	68.0%
NO	80	13	30	2	4	24	18	14	8
	39.0%	76.5%	46.2%	3.7%	33.3%	52.2%	54.5%	42.4%	32.0%
SIGMA	205	17	65	54	12	46	33	33	25
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.29- WHETHER COMPANY PLACES "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PACKAGING" PRODUCED IN THIS COUNTRY

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	10	4	4	3	0	2	0	3	3
TOTAL ANSWERING	215	18	66	55	12	48	37	36	24
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	167	8	55	51	9	35	26	23	20
	77.7%	44.4%	83.3%	92.7%	75.0%	72.9%	70.3%	63.9%	83.3%
NO	48	10	11	4	3	13	11	13	4
	22.3%	55.6%	16.7%	7.3%	25.0%	27.1%	29.7%	36.1%	16.7%
SIGMA	215	18	66	55	12	48	37	36	24
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.30- WHETHER COMPANY HAS OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTIONS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	6	2	1	3	0	0	0	2	0
TOTAL ANSWERING	219	20	69	55	12	50	37	37	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	46	0	16	17	2	6	12	6	4
	21.0%	-%	23.2%	30.9%	16.7%	12.0%	32.4%	16.2%	14.8%
NO	173	20	53	38	10	44	25	31	23
	79.0%	100.0%	76.8%	69.1%	83.3%	88.0%	67.6%	83.8%	85.2%
SIGMA	219	20	69	55	12	50	37	37	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

+=LESS THAN .5%

PRODUCT LIABILITY
Q.31- WHETHER COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	4	1	1	0	0	1	1	2	1
TOTAL ANSWERING	221	21	69	58	12	49	36	37	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASE	107	10	33	32	3	17	22	17	11
	48.4%	47.6%	47.8%	55.2%	25.0%	34.7%	61.1%	45.9%	42.3%
DECREASE	17	1	2	6	0	6	4	4	2
	7.7%	4.8%	2.9%	10.3%	-%	12.2%	11.1%	10.8%	7.7%
NO CHANGE	97	10	34	20	9	26	10	16	13
	43.9%	47.6%	49.3%	34.5%	75.0%	53.1%	27.8%	43.2%	50.0%
SIGMA	221	21	69	58	12	49	36	37	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0

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1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 72

PRODUCT LIABILITY
Q.31- ESTIMATE OF THE PERCENTAGE OF INCREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1990 INCREASED

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	107	10	33	32	3	17	22	17	11
NO ANSWER	37	3	13	13	1	6	5	5	7
TOTAL ANSWERING	70	7	20	19	2	11	17	12	4
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%	2	1	1	0	0	1	1	0	0
	2.9%	14.3%	5.0%	-%	-%	9.1%	5.9%	-%	-%
2%	2	0	1	0	0	0	1	0	0
	2.9%	-%	5.0%	-%	-%	-%	5.9%	-%	-%
3%	2	0	0	0	0	1	1	1	1
	2.9%	-%	-%	-%	-%	9.1%	5.9%	8.3%	25.0%
4%	2	0	0	0	0	1	1	0	0
	2.9%	-%	-%	-%	-%	9.1%	5.9%	-%	-%
5%	13	1	5	5	1	1	0	2	1
	18.6%	14.3%	25.0%	26.3%	50.0%	9.1%	-%	16.7%	25.0%
6%	1	0	0	0	0	0	1	0	0
	1.4%	-%	-%	-%	-%	-%	5.9%	-%	-%
7%	3	0	1	0	0	0	2	0	0
	4.3%	-%	5.0%	-%	-%	-%	11.8%	-%	-%
8%	2	1	0	0	0	0	0	1	1
	2.9%	14.3%	-%	-%	-%	-%	-%	8.3%	25.0%
9%	1	0	0	1	0	0	0	0	0
	1.4%	-%	-%	5.3%	-%	-%	-%	-%	-%
10%	12	0	3	3	0	2	3	2	0
	17.1%	-%	15.0%	15.8%	-%	18.2%	17.6%	16.7%	-%
12%	1	0	0	0	0	0	0	1	0
	1.4%	-%	-%	-%	-%	-%	-%	8.3%	-%
15%	7	1	2	3	0	0	1	3	0
	10.0%	14.3%	10.0%	15.8%	-%	-%	5.9%	25.0%	-%

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PRODUCT LIABILITY
Q.31- ESTIMATE OF THE PERCENTAGE OF INCREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1990 INCREASED

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
18%	1 1.4%	1 14.3%	0 -%	0 -%	0 -%	1 9.1%	0 -%	0 -%	0 -%
20%	8 11.4%	0 -%	3 15.0%	2 10.5%	0 -%	3 27.3%	3 17.6%	1 8.3%	1 25.0%
25%	4 5.7%	0 -%	2 10.0%	0 -%	1 50.0%	0 -%	2 11.8%	0 -%	0 -%
30%	1 1.4%	0 -%	0 -%	1 5.3%	0 -%	0 -%	0 -%	0 -%	0 -%
35%	1 1.4%	0 -%	0 -%	1 5.3%	0 -%	0 -%	0 -%	0 -%	0 -%
40%	3 4.3%	1 14.3%	1 5.0%	0 -%	0 -%	1 9.1%	1 5.9%	0 -%	0 -%
100%	4 5.7%	1 14.3%	1 5.0%	3 15.8%	0 -%	0 -%	0 -%	1 8.3%	0 -%
BASE	70	7	20	19	2	11	17	12	4
MEAN	17.67	26.71	17.25	27.05	15.00	13.73	13.24	18.17	9.00
SIGMA	70 100.0	7 100.1	20 100.0	19 100.1	2 100.0	11 100.1	17 100.1	12 99.9	4 100.0

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PRODUCT LIABILITY
Q.31- ESTIMATE OF THE PERCENTAGE OF DECREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1990 DECREASED

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	17	1	2	6	0	6	4	4	2
NO ANSWER	6	0	1	2	0	4	0	0	0
TOTAL ANSWERING	11	1	1	4	0	2	4	4	2
	100.0%	100.0%	100.0%	100.0%	-%	100.0%	100.0%	100.0%	100.0%
2%	2	0	0	2	0	0	0	0	0
	18.2%	-%	-%	50.0%	-%	-%	-%	-%	-%
3%	1	0	0	0	0	1	1	1	1
	9.1%	-%	-%	-%	-%	50.0%	25.0%	25.0%	50.0%
5%	3	1	1	2	0	1	1	0	0
	27.3%	100.0%	100.0%	50.0%	-%	50.0%	25.0%	-%	-%
8%	1	0	0	0	0	0	0	1	0
	9.1%	-%	-%	-%	-%	-%	-%	25.0%	-%
10%	3	0	0	0	0	0	2	1	1
	27.3%	-%	-%	-%	-%	-%	50.0%	25.0%	50.0%
30%	1	0	0	0	0	0	0	1	0
	9.1%	-%	-%	-%	-%	-%	-%	25.0%	-%
BASE	11	1	1	4	0	2	4	4	2
MEAN	8.18	5.00	5.00	3.50	.00	4.00	7.00	12.75	6.50
SIGMA	11	1	1	4	0	2	4	4	2
	100.1	100.0	100.0	100.0	-	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PRODUCT LIABILITY
Q.32- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1990 - "COVERAGE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	22	2	8	8	1	3	1	4	3
TOTAL ANSWERING	203	20	62	50	11	47	36	35	24
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASED	8	3	1	3	0	2	1	2	1
	3.9%	15.0%	1.6%	6.0%	-%	4.3%	2.8%	5.7%	4.2%
NO CHANGE	195	17	61	47	11	45	35	33	23
	96.1%	85.0%	98.4%	94.0%	100.0%	95.7%	97.2%	94.3%	95.8%
SIGMA	203	20	62	50	11	47	36	35	24
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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*=LESS THAN .5%

PRODUCT LIABILITY
Q.32- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1990 - "AMOUNT OF DEDUCTIBLE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	52	8	16	12	2	14	6	8	9
TOTAL ANSWERING	173	14	54	46	10	36	31	31	18
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	33	4	11	12	2	5	7	5	4
	19.1%	28.6%	20.4%	26.1%	20.0%	13.9%	22.6%	16.1%	22.2%
NO CHANGE	140	10	43	34	8	31	24	26	14
	80.9%	71.4%	79.6%	73.9%	80.0%	86.1%	77.4%	83.9%	77.8%
SIGMA	173	14	54	46	10	36	31	31	18
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**=LESS THAN .5%

PRODUCT LIABILITY
Q.33- COMPANY'S RECENT EXPERIENCE WITH PRODUCT LIABILITY LITIGATION

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	8	2	1	5	0	1	0	1	0
TOTAL ANSWERING	217	20	69	53	12	49	37	38	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASE	52	6	14	18	1	12	10	8	3
	24.0%	30.0%	20.3%	34.0%	8.3%	24.5%	27.0%	21.1%	11.1%
DECREASE	7	1	1	2	0	3	2	0	0
	3.2%	5.0%	1.4%	3.8%	-%	6.1%	5.4%	-%	-%
NO CHANGE	158	13	54	33	11	34	25	30	24
	72.8%	65.0%	78.3%	62.3%	91.7%	69.4%	67.6%	78.9%	88.9%
SIGMA	217	20	69	53	12	49	37	38	27
	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0	100.0

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PRODUCT LIABILITY
Q.33- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	80	9	30	18	5	23	11	16	12
TOTAL ANSWERING	145	13	40	40	7	27	26	23	15
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
NONE	62	4	18	16	3	10	7	12	10
	42.8%	30.8%	45.0%	40.0%	42.9%	37.0%	26.9%	52.2%	66.7%
1	16	4	5	5	1	3	4	0	0
	11.0%	30.8%	12.5%	12.5%	14.3%	11.1%	15.4%	-%	-%
2	18	2	7	2	0	1	6	5	1
	12.4%	15.4%	17.5%	5.0%	-%	3.7%	23.1%	21.7%	6.7%
3	14	0	2	6	1	5	1	2	2
	9.7%	-%	5.0%	15.0%	14.3%	18.5%	3.8%	8.7%	13.3%
4	4	0	1	0	1	1	2	0	0
	2.8%	-%	2.5%	-%	14.3%	3.7%	7.7%	-%	-%
5	5	1	2	1	0	0	1	0	0
	3.4%	7.7%	5.0%	2.5%	-%	-%	3.8%	-%	-%
6	7	1	2	2	1	1	2	1	0
	4.8%	7.7%	5.0%	5.0%	14.3%	3.7%	7.7%	4.3%	-%
7	2	0	0	0	0	2	0	0	1
	1.4%	-%	-%	-%	-%	7.4%	-%	-%	6.7%
8	1	0	1	0	0	0	0	0	0
	.7%	-%	2.5%	-%	-%	-%	-%	-%	-%
9	1	0	0	1	0	0	0	0	0
	.7%	-%	-%	2.5%	-%	-%	-%	-%	-%
10	6	0	1	2	0	2	1	0	0
	4.1%	-%	2.5%	5.0%	-%	7.4%	3.8%	-%	-%
12	1	0	1	0	0	0	0	0	0
	.7%	-%	2.5%	-%	-%	-%	-%	-%	-%

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PRODUCT LIABILITY
Q.33- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
20	1 .7%	0 -%	0 -%	1 2.5%	0 -%	0 -%	0 -%	0 -%	0 -%
25	2 1.4%	0 -%	0 -%	2 5.0%	0 -%	0 -%	0 -%	0 -%	0 -%
30	1 .7%	0 -%	0 -%	1 2.5%	0 -%	0 -%	0 -%	0 -%	0 -%
35	1 .7%	1 7.7%	0 -%	0 -%	0 -%	0 -%	1 3.8%	1 4.3%	0 -%
40	1 .7%	0 -%	0 -%	1 2.5%	0 -%	1 3.7%	0 -%	0 -%	0 -%
50	1 .7%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.3%	0 -%
100	1 .7%	0 -%	0 -%	0 -%	0 -%	1 3.7%	1 3.8%	1 4.3%	1 6.7%
BASE	145	13	40	40	7	27	26	23	15
MEAN	4.17	4.15	2.03	5.33	2.00	7.56	7.27	9.00	7.67
SIGMA	145 100.1	13 100.1	40 100.0	40 100.0	7 100.1	27 99.9	26 99.8	23 99.8	15 100.1

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LABOR ISSUES

Q.34A- WHETHER BELIEVE A NATIONAL HEALTH INSURANCE PLAN WILL LEAD TO REDUCE INSURANCE RATES FOR ALL

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	8	1	4	2	1	2	0	3	2
TOTAL ANSWERING	217	21	66	56	11	48	37	36	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	73	9	20	18	5	19	14	13	10
	33.6%	42.9%	30.3%	32.1%	45.5%	39.6%	37.8%	36.1%	40.0%
NO	144	12	46	38	6	29	23	23	15
	66.4%	57.1%	69.7%	67.9%	54.5%	60.4%	62.2%	63.9%	60.0%
SIGMA	217	21	66	56	11	48	37	36	25
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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LABOR ISSUES

Q.34B- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	20	3	4	8	0	6	5	5	2
TOTAL ANSWERING	205	19	66	50	12	44	32	34	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	7	0	1	4	1	0	1	1	0
	3.4%	-%	1.5%	8.0%	8.3%	-%	3.1%	2.9%	-%
5%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	3.1%	-%	-%
10%	2	0	1	1	0	0	0	0	0
	1.0%	-%	1.5%	2.0%	-%	-%	-%	-%	-%
15%	4	0	1	1	0	0	2	0	0
	2.0%	-%	1.5%	2.0%	-%	-%	6.3%	-%	-%
20%	5	1	2	1	0	2	1	0	1
	2.4%	5.3%	3.0%	2.0%	-%	4.5%	3.1%	-%	4.0%
25%	5	0	1	1	1	0	2	1	1
	2.4%	-%	1.5%	2.0%	8.3%	-%	6.3%	2.9%	4.0%
30%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	3.1%	-%	-%
40%	2	1	2	0	0	0	0	1	1
	1.0%	5.3%	3.0%	-%	-%	-%	-%	2.9%	4.0%
45%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	3.1%	-%	-%
50%	34	3	9	11	1	8	3	6	4
	16.6%	15.8%	13.6%	22.0%	8.3%	18.2%	9.4%	17.6%	16.0%
60%	1	0	0	1	0	0	0	0	0
	.5%	-%	-%	2.0%	-%	-%	-%	-%	-%
65%	2	0	0	0	0	1	0	0	1
	1.0%	-%	-%	-%	-%	2.3%	-%	-%	4.0%

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LABOR ISSUES

Q.34B- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
70%	6 2.9%	1 5.3%	3 4.5%	1 2.0%	1 8.3%	2 4.5%	1 3.1%	0 -%	1 4.0%
75%	16 7.8%	1 5.3%	4 6.1%	6 12.0%	0 -%	5 11.4%	1 3.1%	2 5.9%	0 -%
80%	26 12.7%	2 10.5%	6 9.1%	5 10.0%	2 16.7%	9 20.5%	2 6.3%	3 8.8%	6 24.0%
85%	3 1.5%	0 -%	1 1.5%	0 -%	0 -%	0 -%	1 3.1%	2 5.9%	0 -%
90%	16 7.8%	4 21.1%	7 10.6%	2 4.0%	0 -%	3 6.8%	4 12.5%	4 11.8%	3 12.0%
95%	3 1.5%	0 -%	1 1.5%	0 -%	0 -%	0 -%	0 -%	1 2.9%	1 4.0%
100%	70 34.1%	6 31.6%	27 40.9%	16 32.0%	6 50.0%	14 31.8%	11 34.4%	13 38.2%	6 24.0%
BASE	205	19	66	50	12	44	32	34	25
MEAN	73.34	77.63	77.58	67.60	75.42	77.50	68.13	78.82	74.60
SIGMA	205 100.1	19 100.2	66 99.8	50 100.0	12 99.9	44 100.0	32 100.0	34 99.8	25 100.0

*=LESS THAN .5%

LABOR ISSUES

Q.34B- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	29	4	8	11	0	8	7	6	2
TOTAL ANSWERING	196	18	62	47	12	42	30	33	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	29	3	9	7	2	6	6	5	3
	14.8%	16.7%	14.5%	14.9%	16.7%	14.3%	20.0%	15.2%	12.0%
10%	2	0	0	1	0	0	1	0	0
	1.0%	-%	-%	2.1%	-%	-%	3.3%	-%	-%
15%	2	0	1	0	0	0	1	0	0
	1.0%	-%	1.6%	-%	-%	-%	3.3%	-%	-%
20%	8	2	1	1	0	3	2	0	2
	4.1%	11.1%	1.6%	2.1%	-%	7.1%	6.7%	-%	8.0%
25%	9	0	3	3	1	1	1	2	1
	4.6%	-%	4.8%	6.4%	8.3%	2.4%	3.3%	6.1%	4.0%
30%	1	0	1	0	1	0	0	0	0
	.5%	-%	1.6%	-%	8.3%	-%	-%	-%	-%
35%	1	0	0	0	0	0	0	1	0
	.5%	-%	-%	-%	-%	-%	-%	3.0%	-%
40%	1	0	1	0	0	0	0	0	1
	.5%	-%	1.6%	-%	-%	-%	-%	-%	4.0%
50%	75	9	21	21	5	17	10	13	6
	38.3%	50.0%	33.9%	44.7%	41.7%	40.5%	33.3%	39.4%	24.0%
55%	1	0	0	0	0	0	1	0	0
	.5%	-%	-%	-%	-%	-%	3.3%	-%	-%
60%	1	0	0	1	0	0	0	0	0
	.5%	-%	-%	2.1%	-%	-%	-%	-%	-%
65%	1	0	0	0	0	0	0	0	1
	.5%	-%	-%	-%	-%	-%	-%	-%	4.0%

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1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 80/2

LABOR ISSUES

Q.34B- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
70%	4 2.0%	0 -%	3 4.8%	0 -%	0 -%	1 2.4%	0 -%	0 -%	1 4.0%
75%	12 6.1%	0 -%	5 8.1%	3 6.4%	0 -%	4 9.5%	1 3.3%	4 12.1%	2 8.0%
80%	23 11.7%	3 16.7%	6 9.7%	5 10.6%	2 16.7%	7 16.7%	3 10.0%	4 12.1%	6 24.0%
85%	1 .5%	0 -%	0 -%	0 -%	0 -%	0 -%	1 3.3%	0 -%	0 -%
90%	10 5.1%	0 -%	3 4.8%	2 4.3%	0 -%	2 4.8%	2 6.7%	2 6.1%	2 8.0%
95%	2 1.0%	0 -%	1 1.6%	0 -%	0 -%	0 -%	0 -%	1 3.0%	0 -%
100%	13 6.6%	1 5.6%	7 11.3%	3 6.4%	1 8.3%	1 2.4%	1 3.3%	1 3.0%	0 -%
BASE	196	18	62	47	12	42	30	33	25
MEAN	50.84	46.11	54.19	49.36	47.08	51.07	44.17	52.42	54.00
SIGMA	196 99.8	18 100.1	62 99.9	47 100.0	12 100.0	42 100.1	30 99.8	33 100.0	25 100.0

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LABOR ISSUES
Q.34C- WHAT ROLE DO DOCTORS/HOSPITALS PLAY IN EFFECTING THIS ISSUE?

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	6	2	2	2	1	1	0	3	0
TOTAL ANSWERING	219	20	68	56	11	49	37	36	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MAJOR	150	9	52	40	8	36	23	22	17
	68.5%	45.0%	76.5%	71.4%	72.7%	73.5%	62.2%	61.1%	63.0%
SIGNIFICANT	62	11	13	16	2	10	12	14	9
	28.3%	55.0%	19.1%	28.6%	18.2%	20.4%	32.4%	38.9%	33.3%
MODEST	6	0	2	0	1	3	2	0	1
	2.7%	-%	2.9%	-%	9.1%	6.1%	5.4%	-%	3.7%
NONE	1	0	1	0	0	0	0	0	0
	.5%	-%	1.5%	-%	-%	-%	-%	-%	-%
SIGMA	219	20	68	56	11	49	37	36	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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*=LESS THAN .5%

LABOR ISSUES
Q.34D- WHAT ROLE DO INSURANCE COMPANIES PLAY IN EFFECTING THIS ISSUE?

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	7	3	3	2	1	2	0	3	1
TOTAL ANSWERING	218	19	67	56	11	48	37	36	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MAJOR	133	6	46	30	9	36	18	22	15
	61.0%	31.6%	68.7%	53.6%	81.8%	75.0%	48.6%	61.1%	57.7%
SIGNIFICANT	67	11	15	20	1	9	16	11	10
	30.7%	57.9%	22.4%	35.7%	9.1%	18.8%	43.2%	30.6%	38.5%
MODEST	16	1	5	6	1	2	3	3	1
	7.3%	5.3%	7.5%	10.7%	9.1%	4.2%	8.1%	8.3%	3.8%
NONE	2	1	1	0	0	1	0	0	0
	.9%	5.3%	1.5%	-%	-%	2.1%	-%	-%	-%
SIGMA	218	19	67	56	11	48	37	36	26
	99.9	100.1	100.1	100.0	100.0	100.1	99.9	100.0	100.0

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LABOR ISSUES
Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	69	8	18	20	3	16	13	14	10
TOTAL ANSWERING	156	14	52	38	9	34	24	25	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	21	2	7	6	1	4	5	2	2
	13.5%	14.3%	13.5%	15.8%	11.1%	11.8%	20.8%	8.0%	11.8%
7%	1	0	0	0	0	0	1	0	0
	.6%	-%	-%	-%	-%	-%	4.2%	-%	-%
12%	1	0	0	0	0	0	0	0	1
	.6%	-%	-%	-%	-%	-%	-%	-%	5.9%
15%	1	0	0	1	0	0	0	0	0
	.6%	-%	-%	2.6%	-%	-%	-%	-%	-%
16%	1	0	1	0	0	0	0	0	0
	.6%	-%	1.9%	-%	-%	-%	-%	-%	-%
20%	1	1	1	0	0	0	0	1	0
	.6%	7.1%	1.9%	-%	-%	-%	-%	4.0%	-%
25%	1	0	0	1	0	0	0	1	0
	.6%	-%	-%	2.6%	-%	-%	-%	4.0%	-%
30%	1	0	0	0	0	0	0	1	0
	.6%	-%	-%	-%	-%	-%	-%	4.0%	-%
40%	1	0	0	0	0	0	1	0	0
	.6%	-%	-%	-%	-%	-%	4.2%	-%	-%
50%	20	2	10	3	2	4	3	3	1
	12.8%	14.3%	19.2%	7.9%	22.2%	11.8%	12.5%	12.0%	5.9%
60%	1	0	1	0	0	0	0	0	1
	.6%	-%	1.9%	-%	-%	-%	-%	-%	5.9%
65%	1	0	0	0	0	1	0	0	0
	.6%	-%	-%	-%	-%	2.9%	-%	-%	-%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
70%	4 2.6%	0 -%	1 1.9%	1 2.6%	0 -%	2 5.9%	0 -%	1 4.0%	0 -%
72%	3 1.9%	0 -%	2 3.8%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
75%	16 10.3%	1 7.1%	5 9.6%	5 13.2%	2 22.2%	3 8.8%	3 12.5%	4 16.0%	3 17.6%
77%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
80%	22 14.1%	3 21.4%	6 11.5%	6 15.8%	2 22.2%	7 20.6%	1 4.2%	4 16.0%	5 29.4%
81%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
85%	2 1.3%	0 -%	1 1.9%	0 -%	0 -%	0 -%	1 4.2%	0 -%	1 5.9%
87%	1 .6%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
88%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
90%	15 9.6%	2 14.3%	6 11.5%	3 7.9%	0 -%	3 8.8%	2 8.3%	0 -%	3 17.6%
93%	1 .6%	0 -%	1 1.9%	0 -%	0 -%	0 -%	0 -%	1 4.0%	0 -%
94%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
95%	2 1.3%	0 -%	0 -%	1 2.6%	0 -%	0 -%	1 4.2%	1 4.0%	0 -%
98%	2 1.3%	0 -%	0 -%	0 -%	0 -%	2 5.9%	0 -%	0 -%	0 -%

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LABOR ISSUES
Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
99%	2 1.3%	0 -%	2 3.8%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
100%	31 19.9%	3 21.4%	7 13.5%	6 15.8%	2 22.2%	8 23.5%	6 25.0%	6 24.0%	0 -%
BASE	156	14	52	38	9	34	24	25	17
MEAN	67.12	65.36	64.77	65.58	67.78	72.24	60.92	68.12	64.82
SIGMA	156 99.5	14 99.9	52 99.7	38 99.8	9 99.9	34 100.0	24 100.1	25 100.0	17 100.0

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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	88	10	23	22	5	21	18	18	12
TOTAL ANSWERING	137	12	47	36	7	29	19	21	15
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
NONE	15	1	5	5	1	3	3	1	1
	10.9%	8.3%	10.6%	13.9%	14.3%	10.3%	15.8%	4.8%	6.7%
UNDER $100	14	1	4	2	1	4	2	3	0
	10.2%	8.3%	8.5%	5.6%	14.3%	13.8%	10.5%	14.3%	-%
$100 TO $149	13	2	5	4	0	1	2	1	2
	9.5%	16.7%	10.6%	11.1%	-%	3.4%	10.5%	4.8%	13.3%
$150 TO $199	23	0	7	6	1	7	2	6	2
	16.8%	-%	14.9%	16.7%	14.3%	24.1%	10.5%	28.6%	13.3%
$200 TO $249	14	2	4	5	0	2	2	2	2
	10.2%	16.7%	8.5%	13.9%	-%	6.9%	10.5%	9.5%	13.3%
$250 TO $299	17	1	6	5	1	3	1	1	2
	12.4%	8.3%	12.8%	13.9%	14.3%	10.3%	5.3%	4.8%	13.3%
$300 TO $349	15	2	3	5	2	3	3	3	2
	10.9%	16.7%	6.4%	13.9%	28.6%	10.3%	15.8%	14.3%	13.3%
$350 TO $399	13	0	6	3	0	3	2	2	0
	9.5%	-%	12.8%	8.3%	-%	10.3%	10.5%	9.5%	-%
$400 TO $449	8	3	5	0	1	2	2	2	3
	5.8%	25.0%	10.6%	-%	14.3%	6.9%	10.5%	9.5%	20.0%
$450 TO $499	3	0	0	1	0	1	0	0	1
	2.2%	-%	-%	2.8%	-%	3.4%	-%	-%	6.7%
$500 AND OVER	2	0	2	0	0	0	0	0	0
	1.5%	-%	4.3%	-%	-%	-%	-%	-%	-%
BASE	137	12	47	36	7	29	19	21	15

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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	209.6	232.92	228.5	193.2	202.43	211.76	200.79	213.10	254.67
SIGMA	137	12	47	36	7	29	19	21	15
	99.9	100.0	100.0	100.1	100.1	99.7	99.9	100.1	99.9

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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	68	8	19	19	3	17	12	13	8
TOTAL ANSWERING	157	14	51	39	9	33	25	26	19
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	4	0	1	1	0	1	1	0	0
	2.5%	-%	2.0%	2.6%	-%	3.0%	4.0%	-%	-%
3%	2	0	0	0	0	0	0	1	1
	1.3%	-%	-%	-%	-%	-%	-%	3.8%	5.3%
16%	1	0	1	0	0	0	0	0	0
	.6%	-%	2.0%	-%	-%	-%	-%	-%	-%
25%	1	0	0	0	0	0	1	0	0
	.6%	-%	-%	-%	-%	-%	4.0%	-%	-%
28%	1	0	1	0	0	0	0	0	0
	.6%	-%	2.0%	-%	-%	-%	-%	-%	-%
30%	1	0	0	0	0	0	0	1	0
	.6%	-%	-%	-%	-%	-%	-%	3.8%	-%
40%	1	1	1	0	0	0	0	1	0
	.6%	7.1%	2.0%	-%	-%	-%	-%	3.8%	-%
50%	9	1	5	2	1	2	0	1	1
	5.7%	7.1%	9.8%	5.1%	11.1%	6.1%	-%	3.8%	5.3%
60%	1	0	1	0	0	0	0	0	1
	.6%	-%	2.0%	-%	-%	-%	-%	-%	5.3%
65%	1	0	0	0	0	0	0	0	1
	.6%	-%	-%	-%	-%	-%	-%	-%	5.3%
70%	4	0	0	1	0	2	1	1	0
	2.5%	-%	-%	2.6%	-%	6.1%	4.0%	3.8%	-%
75%	12	0	5	3	2	3	2	2	2
	7.6%	-%	9.8%	7.7%	22.2%	9.1%	8.0%	7.7%	10.5%

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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
77%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
78%	1 .6%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
79%	1 .6%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
80%	20 12.7%	5 35.7%	7 13.7%	6 15.4%	1 11.1%	8 24.2%	1 4.0%	1 3.8%	6 31.6%
81%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
85%	1 .6%	0 -%	0 -%	0 -%	0 -%	0 -%	1 4.0%	0 -%	0 -%
90%	10 6.4%	0 -%	2 3.9%	0 -%	0 -%	2 6.1%	2 8.0%	2 7.7%	2 10.5%
92%	1 .6%	0 -%	0 -%	1 2.6%	0 -%	0 -%	0 -%	0 -%	0 -%
93%	1 .6%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	1 3.8%	0 -%
94%	2 1.3%	0 -%	1 2.0%	1 2.6%	0 -%	0 -%	0 -%	0 -%	1 5.3%
95%	4 2.5%	0 -%	0 -%	3 7.7%	0 -%	0 -%	1 4.0%	1 3.8%	0 -%
98%	2 1.3%	0 -%	0 -%	0 -%	0 -%	2 6.1%	0 -%	0 -%	0 -%
99%	1 .6%	0 -%	1 2.0%	0 -%	0 -%	0 -%	0 -%	0 -%	0 -%
100%	73 46.5%	7 50.0%	22 43.1%	19 48.7%	5 55.6%	13 39.4%	15 60.0%	14 53.8%	4 21.1%

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LABOR ISSUES
Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"INDIVIDUAL PLAN"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
BASE	157	14	51	39	9	33	25	26	19
MEAN	83.75	85.00	81.41	87.28	86.67	84.27	87.40	84.27	78.00
SIGMA	157 99.3	14 99.9	51 100.3	39 100.2	9 100.0	33 100.1	25 100.0	26 99.6	19 100.2

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LABOR ISSUES

Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	87	11	25	21	5	21	15	18	9
TOTAL ANSWERING	138	11	45	37	7	29	22	21	18
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
NONE	2	0	0	1	0	1	0	0	0
	1.4%	-%	-%	2.7%	-%	3.4%	-%	-%	-%
UNDER $25	3	0	0	1	0	1	1	0	0
	2.2%	-%	-%	2.7%	-%	3.4%	4.5%	-%	-%
$25 TO $49	5	1	3	2	1	0	0	0	1
	3.6%	9.1%	6.7%	5.4%	14.3%	-%	-%	-%	5.6%
$50 TO $74	16	1	4	3	0	4	2	2	2
	11.6%	9.1%	8.9%	8.1%	-%	13.8%	9.1%	9.5%	11.1%
$75 TO $99	15	1	3	5	2	2	2	3	2
	10.9%	9.1%	6.7%	13.5%	28.6%	6.9%	9.1%	14.3%	11.1%
$100 TO $124	33	0	9	10	1	8	6	6	4
	23.9%	-%	20.0%	27.0%	14.3%	27.6%	27.3%	28.6%	22.2%
$125 TO $149	11	0	4	4	0	5	1	2	1
	8.0%	-%	8.9%	10.8%	-%	17.2%	4.5%	9.5%	5.6%
$150 TO $174	14	1	7	2	0	2	2	1	2
	10.1%	9.1%	15.6%	5.4%	-%	6.9%	9.1%	4.8%	11.1%
$175 TO $199	10	1	3	3	0	1	1	3	2
	7.2%	9.1%	6.7%	8.1%	-%	3.4%	4.5%	14.3%	11.1%
$200 TO $224	12	3	6	3	1	3	3	1	3
	8.7%	27.3%	13.3%	8.1%	14.3%	10.3%	13.6%	4.8%	16.7%
$250 TO $274	7	1	1	2	0	0	3	1	1
	5.1%	9.1%	2.2%	5.4%	-%	-%	13.6%	4.8%	5.6%
$275 TO $399	8	2	4	1	2	2	0	2	0
	5.8%	18.2%	8.9%	2.7%	28.6%	6.9%	-%	9.5%	-%

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LABOR ISSUES
Q.35- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
$500 AND OVER	2 1.4%	0 -%	1 2.2%	0 -%	0 -%	0 -%	1 4.5%	0 -%	0 -%
BASE	138	11	45	37	7	29	22	21	18
MEAN	144.7	183.64	161.3	124.0	168.00	129.28	176.05	147.43	134.89
SIGMA	138 99.9	11 100.1	45 100.1	37 99.9	7 100.1	29 99.8	22 99.8	21 100.1	18 100.1

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1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 87

Q.36- FOLLOWING AGENCIES WHICH ARE CREATING THE MOST PAPERWORK PROBLEMS FOR YOUR BUSINESS

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	38	6	9	7	4	11	4	11	6
TOTAL ANSWERING	187	16	61	51	8	39	33	28	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
IRS	79	3	22	24	7	15	14	15	7
	42.2%	18.8%	36.1%	47.1%	87.5%	38.5%	42.4%	53.6%	33.3%
OSHA	87	11	36	25	4	19	11	12	10
	46.5%	68.8%	59.0%	49.0%	50.0%	48.7%	33.3%	42.9%	47.6%
EPA	123	11	35	40	4	24	17	20	13
	65.8%	68.8%	57.1%	78.4%	50.0%	61.5%	51.5%	71.4%	61.9%
TRANSPORTATION	24	2	6	4	2	8	4	7	2
	12.8%	12.5%	9.8%	7.8%	25.0%	20.5%	12.1%	25.0%	9.5%
COMMERCE	18	1	5	6	1	1	8	0	0
	9.6%	6.3%	8.2%	11.8%	12.5%	2.6%	24.2%	-%	-%
OTHER	15	1	6	0	0	3	6	0	1
	8.0%	6.3%	9.8%	-%	-%	7.7%	18.2%	-%	4.8%
SIGMA	346	29	110	99	18	70	60	54	33
	184.9	181.5	180.3	194.1	225.0	179.5	181.7	192.9	157.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PAPERWORK
Q.37- WHETHER YOUR COMPANY BEEN SUBJECTED TO AN IRS AUDIT IN 1990

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	7	3	2	0	0	1	0	4	1
TOTAL ANSWERING	218	19	68	58	12	49	37	35	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	31	6	9	9	1	7	7	4	3
	14.2%	31.6%	13.2%	15.5%	8.3%	14.3%	18.9%	11.4%	11.5%
NO	187	13	59	49	11	42	30	31	23
	85.8%	68.4%	86.8%	84.5%	91.7%	85.7%	81.1%	88.6%	88.5%
SIGMA	218	19	68	58	12	49	37	35	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

•=LESS THAN .5%

PAPERWORK
Q.37- OUTCOME OF IRS AUDIT

BASE: YES, IRS AUDIT

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	31	6	9	9	1	7	7	4	3
NO ANSWER	1	0	1	0	0	1	0	1	1
TOTAL ANSWERING	30	6	8	9	1	6	7	3	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
FAVORABLE	16	5	6	4	1	3	4	2	2
	53.3%	83.3%	75.0%	44.4%	100.0%	50.0%	57.1%	66.7%	100.0%
FINE/PENALTY ASSESSED	6	1	1	3	0	2	0	0	0
	20.0%	16.7%	12.5%	33.3%	-%	33.3%	-%	-%	-%
STILL PENDING	8	0	1	2	0	1	3	1	0
	26.7%	-%	12.5%	22.2%	-%	16.7%	42.9%	33.3%	-%
SIGMA	30	6	8	9	1	6	7	3	2
	100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 90

PAPERWORK
Q.37- WHETHER YOUR COMPANY BEEN SUBJECTED TO A OSHA INSPECTION IN 1990

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	8	3	3	1	0	1	1	4	0
TOTAL ANSWERING	217	19	67	57	12	49	36	35	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	104	9	28	30	6	17	21	17	11
	47.9%	47.4%	41.8%	52.6%	50.0%	34.7%	58.3%	48.6%	40.7%
NO	113	10	39	27	6	32	15	18	16
	52.1%	52.6%	58.2%	47.4%	50.0%	65.3%	41.7%	51.4%	59.3%
SIGMA	217	19	67	57	12	49	36	35	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
•=LESS THAN .5%

PAPERWORK
Q.37- OUTCOME OF OSHA INSPECTION

BASE: YES, OSHA INSPECTION

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	104	9	28	30	6	17	21	17	11
NO ANSWER	4	0	0	0	0	2	2	1	0
TOTAL ANSWERING	100	9	28	30	6	15	19	16	11
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
FAVORABLE	78	7	21	22	6	10	15	15	9
	78.0%	77.8%	75.0%	73.3%	100.0%	66.7%	78.9%	93.8%	81.8%
FINE/PENALTY ASSESSED	16	1	5	5	0	3	3	1	1
	16.0%	11.1%	17.9%	16.7%	-%	20.0%	15.8%	6.3%	9.1%
STILL PENDING	6	1	2	3	0	2	1	0	1
	6.0%	11.1%	7.1%	10.0%	-%	13.3%	5.3%	-%	9.1%
SIGMA	100	9	28	30	6	15	19	16	11
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.1	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

Q.37- WHETHER YOUR COMPANY BEEN SUBJECTED TO A EPA INVESTIGATION IN 1990 PAPERWORK

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	9	4	4	0	1	1	0	4	0
TOTAL ANSWERING	216	18	66	58	11	49	37	35	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	82	8	23	24	3	17	13	13	7
	38.0%	44.4%	34.8%	41.4%	27.3%	34.7%	35.1%	37.1%	25.9%
NO	134	10	43	34	8	32	24	22	20
	62.0%	55.6%	65.2%	58.6%	72.7%	65.3%	64.9%	62.9%	74.1%
SIGMA	216	18	66	58	11	49	37	35	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PAPERWORK
Q.37- OUTCOME OF EPA INVESTIGATION

BASE: YES, EPA INVESTIGATION

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	82	8	23	24	3	17	13	13	7
NO ANSWER	2	0	1	1	0	1	0	0	0
TOTAL ANSWERING	80	8	22	23	3	16	13	13	7
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
FAVORABLE	48	4	10	12	2	9	8	10	6
	60.0%	50.0%	45.5%	52.2%	66.7%	56.3%	61.5%	76.9%	85.7%
FINE/PENALTY ASSESSED	7	2	2	1	0	2	1	0	0
	8.8%	25.0%	9.1%	4.3%	-%	12.5%	7.7%	-%	-%
STILL PENDING	25	2	10	10	1	5	4	3	1
	31.3%	25.0%	45.5%	43.5%	33.3%	31.3%	30.8%	23.1%	14.3%
SIGMA	80	8	22	23	3	16	13	13	7
	100.1	100.0	100.1	100.0	100.0	100.1	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PUBLIC POLICY
Q.38- WHO DO YOU BLAME FOR THE FEDERAL BUDGET BREAKDOWN OF 1990

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	3	2	0	0	0	1	0	2	0
TOTAL ANSWERING	222	20	70	58	12	49	37	37	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DEMOCRATS IN CONGRESS	71	3	27	26	7	13	8	7	5
	32.0%	15.0%	38.6%	44.8%	58.3%	26.5%	21.6%	18.9%	18.5%
REPUBLICAN IN CONGRESS	11	0	4	6	1	2	2	0	1
	5.0%	-%	5.7%	10.3%	8.3%	4.1%	5.4%	-%	3.7%
BOTH DEMOCRATS AND REPUBLICANS	96	8	23	27	2	21	17	17	12
	43.2%	40.0%	32.9%	46.6%	16.7%	42.9%	45.9%	45.9%	44.4%
THE PRESIDENT	14	3	8	4	1	3	1	2	3
	6.3%	15.0%	11.4%	6.9%	8.3%	6.1%	2.7%	5.4%	11.1%
THE PRESIDENT AND CONGRESS	83	10	26	19	5	22	14	18	12
	37.4%	50.0%	37.1%	32.8%	41.7%	44.9%	37.8%	48.6%	44.4%
SIGMA	275	24	88	82	16	61	42	44	33
	123.9	120.0	125.7	141.4	133.3	124.5	113.4	118.8	122.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
+=LESS THAN .5%

PUBLIC POLICY
Q.39- WHETHER FAVOR POLITICAL CONTRIBUTION REFORM

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	13	4	5	2	0	4	2	4	2
TOTAL ANSWERING	212	18	65	56	12	46	35	35	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	189	16	58	50	9	40	32	31	22
	89.2%	88.9%	89.2%	89.3%	75.0%	87.0%	91.4%	88.6%	88.0%
NO	23	2	7	6	3	6	3	4	3
	10.8%	11.1%	10.8%	10.7%	25.0%	13.0%	8.6%	11.4%	12.0%
SIGMA	212	18	65	56	12	46	35	35	25
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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PUBLIC POLICY
Q.39- WHETHER FAVOR TERM LIMITS ON MEMBERS OF CONGRESS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	6	2	2	1	0	1	1	1	1
TOTAL ANSWERING	219	20	68	57	12	49	36	38	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	189	17	63	47	12	42	31	33	24
	86.3%	85.0%	92.6%	82.5%	100.0%	85.7%	86.1%	86.8%	92.3%
NO	30	3	5	10	0	7	5	5	2
	13.7%	15.0%	7.4%	17.5%	-%	14.3%	13.9%	13.2%	7.7%
SIGMA	219	20	68	57	12	49	36	38	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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PUBLIC POLICY
Q.39- WHETHER FAVOR A SINGLE SIX-YEAR TERM FOR THE PRESIDENT

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	7	2	2	2	0	1	1	1	1
TOTAL ANSWERING	218	20	68	56	12	49	36	38	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	99	10	35	22	9	16	12	18	10
	45.4%	50.0%	51.5%	39.3%	75.0%	32.7%	33.3%	47.4%	38.5%
NO	119	10	33	34	3	33	24	20	16
	54.6%	50.0%	48.5%	60.7%	25.0%	67.3%	66.7%	52.6%	61.5%
SIGMA	218	20	68	56	12	49	36	38	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

PUBLIC POLICY

Q.40- HOW DO YOU RATE THE BUSINESS LOBBY'S PERFORMANCE DURING THE 101ST CONGRESS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		10	1	6	3	1	3	1	1	0
TOTAL ANSWERING		215	21	64	55	11	47	36	38	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
EXCELLENT	(5)	6	1	0	1	1	1	2	3	0
		2.8%	4.8%	-%	1.8%	9.1%	2.1%	5.6%	7.9%	-%
ABOVE AVERAGE	(4)	39	3	12	10	2	8	6	5	6
		18.1%	14.3%	18.8%	18.2%	18.2%	17.0%	16.7%	13.2%	22.2%
AVERAGE	(3)	118	8	35	29	5	26	21	22	17
		54.9%	38.1%	54.7%	52.7%	45.5%	55.3%	58.3%	57.9%	63.0%
FAIR	(2)	30	5	9	11	1	7	2	4	3
		14.0%	23.8%	14.1%	20.0%	9.1%	14.9%	5.6%	10.5%	11.1%
BELOW AVERAGE	(1)	22	4	8	4	2	5	5	4	1
		10.2%	19.0%	12.5%	7.3%	18.2%	10.6%	13.9%	10.5%	3.7%
BASE		215	21	64	55	11	47	36	38	27
MEAN		2.89	2.62	2.80	2.87	2.91	2.85	2.94	2.97	3.04
SIGMA		215	21	64	55	11	47	36	38	27
		100.0	100.0	100.1	100.0	100.1	99.9	100.1	100.0	100.0

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PUBLIC POLICY

Q.41- HOW DO YOU EVALUATE THE AHMA GOVERNMENT RELATIONS INFORMATION YOU HAVE RECEIVED?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		11	1	3	5	0	3	0	1	0
TOTAL ANSWERING		214	21	67	53	12	47	37	38	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
EXCELLENT	(5)	46	2	17	11	3	12	12	5	2
		21.5%	9.5%	25.4%	20.8%	25.0%	25.5%	32.4%	13.2%	7.4%
ABOVE AVERAGE	(4)	114	11	32	30	4	23	15	24	17
		53.3%	52.4%	47.8%	56.6%	33.3%	48.9%	40.5%	63.2%	63.0%
AVERAGE	(3)	44	5	15	10	5	9	8	9	7
		20.6%	23.8%	22.4%	18.9%	41.7%	19.1%	21.6%	23.7%	25.9%
FAIR	(2)	7	1	1	2	0	3	1	0	1
		3.3%	4.8%	1.5%	3.8%	-%	6.4%	2.7%	-%	3.7%
BELOW AVERAGE	(1)	3	2	2	0	0	0	1	0	0
		1.4%	9.5%	3.0%	-%	-%	-%	2.7%	-%	-%
BASE		214	21	67	53	12	47	37	38	27
MEAN		3.90	3.48	3.91	3.94	3.83	3.94	3.97	3.89	3.74
SIGMA		214	21	67	53	12	47	37	38	27
		100.1	100.0	100.1	100.1	100.0	99.9	99.9	100.1	100.0

*=LESS THAN .5%

PUBLIC POLICY
Q.42- DID YOUR COMPANY CONDUCT A "GET OUT THE VOTE" CAMPAIGN?

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	2	1	0	1	0	1	0	0	0
TOTAL ANSWERING	223	21	70	57	12	49	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	54	7	17	15	5	9	10	11	9
	24.2%	33.3%	24.3%	26.3%	41.7%	18.4%	27.0%	28.2%	33.3%
NO	169	14	53	42	7	40	27	28	18
	75.8%	66.7%	75.7%	73.7%	58.3%	81.6%	73.0%	71.8%	66.7%
SIGMA	223	21	70	57	12	49	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PUBLIC POLICY
Q.43- DID A CONGRESSIONAL CANDIDATE VISIT YOUR PLANT IN 1990?

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	225	22	70	58	12	50	37	39	27
NO ANSWER	1	0	0	1	0	0	0	0	0
TOTAL ANSWERING	224	22	70	57	12	50	37	39	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	17	1	2	7	1	3	3	4	5
	7.6%	4.5%	2.9%	12.3%	8.3%	6.0%	8.1%	10.3%	18.5%
NO	207	21	66	50	11	47	34	35	22
	92.4%	95.5%	97.1%	87.7%	91.7%	94.0%	91.9%	89.7%	81.5%
SIGMA	224	22	70	57	12	50	37	39	27
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

+=LESS THAN .5%

ISSUE PRIORITY

Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991: "TAX POLICY ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		7	2	2	2	0	3	1	0	0
TOTAL ANSWERING		218	20	68	56	12	47	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAX POLICY ISSUES										
MOST IMPORTANT	(1)	92	10	24	27	6	23	18	15	14
		42.2%	50.0%	35.3%	48.2%	50.0%	48.9%	50.0%	38.5%	51.9%
	(2)	46	5	23	9	4	9	4	7	5
		21.1%	25.0%	33.8%	16.1%	33.3%	19.1%	11.1%	17.9%	18.5%
	(3)	33	1	11	7	0	8	5	6	4
		15.1%	5.0%	16.2%	12.5%	-%	17.0%	13.9%	15.4%	14.8%
	(4)	29	3	7	10	1	3	6	5	4
		13.3%	15.0%	10.3%	17.9%	8.3%	6.4%	16.7%	12.8%	14.8%
	(5)	12	0	2	2	0	4	3	3	0
		5.5%	-%	2.9%	3.6%	-%	8.5%	8.3%	7.7%	-%
	(6)	2	0	1	0	1	0	0	1	0
		.9%	-%	1.5%	-%	8.3%	-%	-%	2.6%	-%
LEAST IMPORTANT	(7)	4	1	0	1	0	0	0	2	0
		1.8%	5.0%	-%	1.8%	-%	-%	-%	5.1%	-%
BASE		218	20	68	56	12	47	36	39	27

*=LESS THAN .5%

ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"TAX POLICY ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	2.29	2.10	2.16	2.20	2.00	2.06	2.22	2.62	1.93
SIGMA	218	20	68	56	12	47	36	39	27
	99.9	100.0	100.0	100.1	99.9	99.9	100.0	100.0	100.0

*=LESS THAN .5%

ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"ENVIRONMENT ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		7	2	2	2	0	3	1	0	0
TOTAL ANSWERING		218	20	68	56	12	47	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ENVIRONMENT ISSUES										
MOST IMPORTANT	(1)	43	4	12	12	2	6	6	10	5
		19.7%	20.0%	17.6%	21.4%	16.7%	12.8%	16.7%	25.6%	18.5%
	(2)	62	8	15	18	4	13	10	11	9
		28.4%	40.0%	22.1%	32.1%	33.3%	27.7%	27.8%	28.2%	33.3%
	(3)	37	4	13	8	0	11	6	5	6
		17.0%	20.0%	19.1%	14.3%	-%	23.4%	16.7%	12.8%	22.2%
	(4)	26	2	5	7	2	11	4	7	3
		11.9%	10.0%	7.4%	12.5%	16.7%	23.4%	11.1%	17.9%	11.1%
	(5)	23	2	10	5	2	2	4	3	1
		10.6%	10.0%	14.7%	8.9%	16.7%	4.3%	11.1%	7.7%	3.7%
	(6)	22	0	10	4	1	3	6	3	1
		10.1%	-%	14.7%	7.1%	8.3%	6.4%	16.7%	7.7%	3.7%
LEAST IMPORTANT	(7)	5	0	3	2	1	1	0	0	2
		2.3%	-%	4.4%	3.6%	8.3%	2.1%	-%	-%	7.4%
BASE		218	20	68	56	12	47	36	39	27

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*=LESS THAN .5%

ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"ENVIRONMENT ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.05	2.50	3.41	2.91	3.42	3.06	3.22	2.77	2.89
SIGMA	218	20	68	56	12	47	36	39	27
	100.0	100.0	100.0	99.9	100.0	100.1	100.1	99.9	99.9

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"INTERNATIONAL TRADE ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		8	2	3	3	0	4	1	0	0
TOTAL ANSWERING		217	20	67	55	12	46	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INTERNATIONAL TRADE ISSUES										
MOST IMPORTANT	(1)	20	3	11	5	0	3	1	3	2
		9.2%	15.0%	16.4%	9.1%	-%	6.5%	2.8%	7.7%	7.4%
	(2)	27	1	9	10	3	6	6	4	5
		12.4%	5.0%	13.4%	18.2%	25.0%	13.0%	16.7%	10.3%	18.5%
	(3)	32	4	11	15	2	5	2	3	2
		14.7%	20.0%	16.4%	27.3%	16.7%	10.9%	5.6%	7.7%	7.4%
	(4)	27	1	6	5	1	8	4	4	4
		12.4%	5.0%	9.0%	9.1%	8.3%	17.4%	11.1%	10.3%	14.8%
	(5)	31	1	6	7	0	8	9	5	4
		14.3%	5.0%	9.0%	12.7%	-%	17.4%	25.0%	12.8%	14.8%
	(6)	42	3	11	11	4	8	5	7	5
		19.4%	15.0%	16.4%	20.0%	33.3%	17.4%	13.9%	17.9%	18.5%
LEAST IMPORTANT	(7)	38	7	13	2	2	8	9	13	5
		17.5%	35.0%	19.4%	3.6%	16.7%	17.4%	25.0%	33.3%	18.5%
BASE		217	20	67	55	12	46	36	39	27

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"INTERNATIONAL TRADE ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	4.38	4.65	4.07	3.73	4.50	4.48	4.81	4.97	4.41
SIGMA	217	20	67	55	12	46	36	39	27
	99.9	100.0	100.0	100.0	100.0	100.0	100.1	100.0	99.9

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*=LESS THAN .5%

ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PATENT/TRADEMARK/COPYRIGHT ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		7	2	2	3	0	4	1	0	0
TOTAL ANSWERING		218	20	68	55	12	46	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PATENT/TRADEMARK/COPYRIGHT ISSUES										
MOST IMPORTANT	(1)	7	0	4	0	1	2	3	0	1
		3.2%	-%	5.9%	-%	8.3%	4.3%	8.3%	-%	3.7%
	(2)	12	0	3	3	1	4	1	3	1
		5.5%	-%	4.4%	5.5%	8.3%	8.7%	2.8%	7.7%	3.7%
	(3)	12	1	2	3	1	0	4	2	1
		5.5%	5.0%	2.9%	5.5%	8.3%	-%	11.1%	5.1%	3.7%
	(4)	20	1	10	2	1	3	4	4	3
		9.2%	5.0%	14.7%	3.6%	8.3%	6.5%	11.1%	10.3%	11.1%
	(5)	33	2	11	11	3	8	3	5	6
		15.1%	10.0%	16.2%	20.0%	25.0%	17.4%	8.3%	12.8%	22.2%
	(6)	61	8	17	15	2	14	12	16	6
		28.0%	40.0%	25.0%	27.3%	16.7%	30.4%	33.3%	41.0%	22.2%
LEAST IMPORTANT	(7)	73	8	21	21	3	15	9	9	9
		33.5%	40.0%	30.9%	38.2%	25.0%	32.6%	25.0%	23.1%	33.3%
BASE		218	20	68	55	12	46	36	39	27

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PATENT/TRADEMARK/COPYRIGHT ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.45	6.05	5.29	5.73	4.83	5.46	5.08	5.44	5.44
SIGMA	218	20	68	55	12	46	36	39	27
	100.0	100.0	100.0	100.1	99.9	99.9	99.9	100.0	99.9

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PRODUCT LIABILITY ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		6	2	1	2	0	3	1	0	0
TOTAL ANSWERING		219	20	69	56	12	47	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PRODUCT LIABILITY ISSUES										
MOST IMPORTANT	(1)	33	2	9	11	1	10	4	5	3
		15.1%	10.0%	13.0%	19.6%	8.3%	21.3%	11.1%	12.8%	11.1%
	(2)	34	4	8	8	0	5	8	5	3
		15.5%	20.0%	11.6%	14.3%	-%	10.6%	22.2%	12.8%	11.1%
	(3)	49	4	14	11	3	8	9	12	4
		22.4%	20.0%	20.3%	19.6%	25.0%	17.0%	25.0%	30.8%	14.8%
	(4)	37	2	11	11	2	8	6	7	4
		16.9%	10.0%	15.9%	19.6%	16.7%	17.0%	16.7%	17.9%	14.8%
	(5)	34	4	15	9	4	5	4	6	6
		15.5%	20.0%	21.7%	16.1%	33.3%	10.6%	11.1%	15.4%	22.2%
	(6)	24	3	9	6	2	9	3	2	5
		11.0%	15.0%	13.0%	10.7%	16.7%	19.1%	8.3%	5.1%	18.5%
LEAST IMPORTANT	(7)	8	1	3	0	0	2	2	2	2
		3.7%	5.0%	4.3%	-%	-%	4.3%	5.6%	5.1%	7.4%
BASE		219	20	69	56	12	47	36	39	27

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PRODUCT LIABILITY ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.50	3.75	3.78	3.30	4.17	3.60	3.42	3.46	4.11
SIGMA	219	20	69	56	12	47	36	39	27
	100.1	100.0	99.8	99.9	100.0	99.9	100.0	99.9	99.9

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"LABOR ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		9	2	3	4	0	4	1	0	0
TOTAL ANSWERING		216	20	67	54	12	46	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
LABOR ISSUES										
MOST IMPORTANT	(1)	22	1	9	2	2	3	4	3	2
		10.2%	5.0%	13.4%	3.7%	16.7%	6.5%	11.1%	7.7%	7.4%
	(2)	29	2	10	7	0	8	5	7	3
		13.4%	10.0%	14.9%	13.0%	-%	17.4%	13.9%	17.9%	11.1%
	(3)	38	3	11	10	5	9	7	8	8
		17.6%	15.0%	16.4%	18.5%	41.7%	19.6%	19.4%	20.5%	29.6%
	(4)	43	9	16	10	2	9	5	7	5
		19.9%	45.0%	23.9%	18.5%	16.7%	19.6%	13.9%	17.9%	18.5%
	(5)	35	2	9	12	1	6	7	4	3
		16.2%	10.0%	13.4%	22.2%	8.3%	13.0%	19.4%	10.3%	11.1%
	(6)	32	3	11	7	1	5	3	8	4
		14.8%	15.0%	16.4%	13.0%	8.3%	10.9%	8.3%	20.5%	14.8%
LEAST IMPORTANT	(7)	17	0	1	6	1	6	5	2	2
		7.9%	-%	1.5%	11.1%	8.3%	13.0%	13.9%	5.1%	7.4%
BASE		216	20	67	54	12	46	36	39	27

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"LABOR ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	3.94	3.90	3.64	4.26	3.58	4.00	3.97	3.87	3.89
SIGMA	216	20	67	54	12	46	36	39	27
	100.0	100.0	99.9	100.0	100.0	100.0	99.9	99.9	99.9

*=LESS THAN .5%

ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PAPERWORK ISSUES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL		225	22	70	58	12	50	37	39	27
NO ANSWER		8	2	3	3	0	4	1	0	0
TOTAL ANSWERING		217	20	67	55	12	46	36	39	27
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
PAPERWORK ISSUES										
MOST IMPORTANT	(1)	3	0	0	0	0	0	0	3	0
		1.4%	-%	-%	-%	-%	-%	-%	7.7%	-%
	(2)	10	0	1	2	0	2	2	2	1
		4.6%	-%	1.5%	3.6%	-%	4.3%	5.6%	5.1%	3.7%
	(3)	18	3	6	3	1	6	3	3	2
		8.3%	15.0%	9.0%	5.5%	8.3%	13.0%	8.3%	7.7%	7.4%
	(4)	34	2	12	9	3	4	7	5	4
		15.7%	10.0%	17.9%	16.4%	25.0%	8.7%	19.4%	12.8%	14.8%
	(5)	48	9	14	8	2	13	6	13	7
		22.1%	45.0%	20.9%	14.5%	16.7%	28.3%	16.7%	33.3%	25.9%
	(6)	33	3	8	11	1	7	7	2	6
		15.2%	15.0%	11.9%	20.0%	8.3%	15.2%	19.4%	5.1%	22.2%
LEAST IMPORTANT	(7)	71	3	26	22	5	14	11	11	7
		32.7%	15.0%	38.8%	40.0%	41.7%	30.4%	30.6%	28.2%	25.9%
BASE		217	20	67	55	12	46	36	39	27

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ISSUE PRIORITY
Q.44- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1991:
"PAPERWORK ISSUES"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
MEAN	5.29	5.05	5.49	5.62	5.50	5.28	5.28	4.87	5.33
SIGMA	217	20	67	55	12	46	36	39	27
	100.0	100.0	100.0	100.0	100.0	99.9	100.0	99.9	99.9

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1991 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

TABLE OF CONTENTS

A		1991 AHMA Government Relations Survey Summary for Manufacturers Representatives
B		Survey Summary (Continued)
C		Survey Summary (Continued)
TABLE 1	Q.1 -	Product Line(s) represented
TABLE 2	Q.2 -	Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of inflation"
TABLE 3	Q.2 -	Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of unemployment"
TABLE 4	Q.2 -	Forecast for 1991 for the following economic index (Based on a twelve-month average): "Percentage of gross national product"
TABLE 5	Q.2 -	Forecast for 1991 for the following economic index: (Based on a twelve-month average) "Percentage of prime interest rate"
TABLE 6	Q.3 -	Whether company's Tax Liability increased or decreased compared to 1985
TABLE 7	Q.4 -	Rank the following issue in order of importance: "Rollback gasoline excise tax"
TABLE 8	Q.4 -	Rank the following issue in order of importance: "Restore investment tax credit"
TABLE 9	Q.4 -	Rank the following issue in order of importance: "Alter rules for deductions related to use of a car"
TABLE 10	Q.4 -	Rank the following issue in order of importance: "Eliminate current alternative minimum tax"
TABLE 11	Q.4 -	Rank the following issue in order of importance: "Permit full deduction of health insurance coverage for self-employed, partners and S corporation shareholders"

TABLE 12 Q.4 - Rank the following issue in order of importance: "Payroll tax simplification"

TABLE 13 Q.4 - Rank the following issue in its order of importance: "Restore IRA deduction"

TABLE 14 Q.4 - Rank the following issue in its order of importance: "Reduce FICA, FUTA and self-employment taxes"

TABLE 15 Q.4 - Rank the following issue in order of importance: "Mean summary evaluation"

TABLE 16 Q.5 - Impact imports had on company's sales in 1990

TABLE 17 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Price of imports"

TABLE 18 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Value of U.S. Dollar"

TABLE 19 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Quality of imports"

TABLE 20 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Non-competitive U.S. labor costs"

TABLE 21 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Consumer acceptance of imports"

TABLE 22 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Unfair foreign trade practices"

TABLE 23 Q.6 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: "Customer's lack of understanding of total procurement costs"

TABLE 24 Q.7A- Believe a national health insurance plan will lead to reduced insurance rates for all

TABLE 25 Q.7B- Percentage of employees' insurance premiums employers should pay for employees

TABLE 26 Q.7B- Percentage of employees' insurance premiums employers should pay for families

TABLE 27	Q.7C-	Role doctors/hospitals play in effecting this issue
TABLE 28	Q.7D-	Role insurance companies play in effecting this issue
TABLE 29	Q.8 -	Company's monthly contribution to each employee's health care insurance for: "Family plan"
TABLE 30	Q.8 -	Company's monthly contribution to each employee's health care insurance for: "Individual plan"
TABLE 31	Q.8 -	Average monthly cost per covered employee for family plan
TABLE 32	Q.8 -	Average monthly cost per covered employee for individual plan
TABLE 33	Q.9 -	Company's recent experience regarding amount of time and effort spent on compliance with regulations and paperwork
TABLE 34	Q.10-	Agencies which are responsible for increase in time and effort spent on compliance with regulations and paper work
TABLE 35	Q.11-	Who is to blame for the federal budget breakdown of 1990
TABLE 36	Q.12-	Whether favor political contribution reform
TABLE 37	Q.12-	Whether favor term limits on members of congress
TABLE 38	Q.12-	Whether favor a single six-year term for the president
TABLE 39	Q.13-	Rate the business lobby's performance during the 101st Congress
TABLE 40	Q.14-	Evaluate the AHMA Government relations information you have received

1991 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES

■ GENERAL AND BUSINESS DATA

1. Product line(s) represented:

31.6 Building Materials	51.0 Lawn & Garden
80.0 Hardware	51.0 Plumbing & Electrical
65.8 Hand & Power Tools	43.2 Paint & Sundries
15.5 Automotive, Toys & Sport	14.8 Housewares

2. Please enter your forecast for 1991 for the following economic indices (on a 12-month average basis) by percentage:

5.7 % Inflation	3.3 % Gross national product
6.3 % Unemployment	8.6 % Prime interest rate

3. Compared to 1985, do you believe your company's tax liability has:

82.6 Increased

6.5 Decreased

11.0 No change

4. Please rank the following issues in their order of importance to you (Number 1-most important, Number 8-least important — Use each number only once):

3 Rollback gasoline excise tax

4 Restore investment tax credit

7 Alter rules for deductions related to use of a car

1 Eliminate current alternative minimum tax

6 Permit full deduction of health insurance coverage for self-employed, partners and S Corporation shareholders

2 Payroll Tax simplification

5 Restore IRA deduction

8 Reduce FICA, FUTA, and self-employment tax

5. What effect have imports had on your company's sales in 1990?

36.4 A significant impact

53.9 A minor but growing impact

9.7 No impact at all

6. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	79.1	20.3	.7
b. Value of U.S. dollar	54.3	42.4	3.3
c. Quality of imports	45.0	47.7	7.3
d. Non-competitive U.S. labor costs	69.8	28.9	1.3
e. Consumer acceptance of imports	51.0	44.4	4.6
f. Unfair foreign trade practices	66.4	27.5	6.0
g. Customers lack of understanding of total procurement costs (domestic vs. imports)	39.1	37.7	23.2

■ LABOR ISSUES

7. Health insurance will again be a dominating topic of discussion in the 102nd Congress.

   a. Do you believe a national health insurance plan will lead to reduced insurance rates for all?

   Yes 26.4 No 73.6

   b. What percentage of employees' insurance premiums should employers pay for?

   Employee 78.2 % Family 61.4 %

   c. What role do doctors/hospitals play in affecting this issue?

   68.0 Major 28.1 Significant 3.9 Modest -- None

   d. What role do insurance companies play in affecting this issue?

   68.6 Major 28.8 Significant 2.6 Modest -- None

8. Company's monthly contribution to each employee's health care insurance for:

   Family plan 92.1 % Average cost to company per covered employee $286. per month

   Individual plan 94.3 % Average cost to company per covered employee $193. per month

■ PAPERWORK

9. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

   6.5 Significant decrease 30.7 Significant increase

   5.9 Moderate decrease 43.8 Moderate increase

   13.1 No change

■ PAPERWORK (Continued)

10. If your company has experienced an increase, identify those agencies which are responsible for the increase.

91.7 IRS	14.7 Transportation
8.3 OSHA	11.9 Commerce
14.7 EPA	18.3 Other

■ PUBLIC POLICY

11. Who do you blame for the federal budget breakdown of 1990?

- 35.1 Democrats in Congress
- 3.3 Republicans in Congress
- 39.7 Both Democrats and Republicans
- 10.6 The President
- 41.1 The President and Congress

12. Do you favor:

Political contribution reform?	90.0 Yes	10.0 No
Term limits on members of Congress?	88.3 Yes	11.7 No
A single six-year term for the President?	40.8 Yes	59.2 No

13. How do you rate the business lobby's performance during the 101st Congress?

- 1.4 Excellent
- 28.6 Above Average
- 53.6 Average
- 12.1 Fair
- 4.3 Below Average

14. How do you evaluate the AHMA government relations information you have received?

- 26.5 Excellent
- 55.6 Above Average
- 17.2 Average
- .7 Fair
- .7 Below Average

1991 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 1

Q.1- PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%
BUILDING MATERIALS	49 31.6%	49 100.0%	44 35.5%	30 29.4%	10 41.7%	31 39.2%	34 43.0%	27 40.3%	10 43.5%
HARDWARE	124 80.0%	44 89.8%	124 100.0%	88 86.3%	22 91.7%	69 87.3%	63 79.7%	58 86.6%	18 78.3%
HAND & POWER TOOLS	102 65.8%	30 61.2%	88 71.0%	102 100.0%	19 79.2%	58 73.4%	52 65.8%	47 70.1%	15 65.2%
AUTOMOTIVE, TOYS & SPORTS	24 15.5%	10 20.4%	22 17.7%	19 18.6%	24 100.0%	18 22.8%	18 22.8%	16 23.9%	7 30.4%
LAWN & GARDEN	79 51.0%	31 63.3%	69 55.6%	58 56.9%	18 75.0%	79 100.0%	44 55.7%	37 55.2%	16 69.6%
PLUMBING & ELECTRICAL	79 51.0%	34 69.4%	63 50.8%	52 51.0%	18 75.0%	44 55.7%	79 100.0%	49 73.1%	18 78.3%
PAINT & SUNDRIES	67 43.2%	27 55.1%	58 46.8%	47 46.1%	16 66.7%	37 46.8%	49 62.0%	67 100.0%	16 69.6%
HOUSEWARES	23 14.8%	10 20.4%	18 14.5%	15 14.7%	7 29.2%	16 20.3%	18 22.8%	16 23.9%	23 100.0%
SIGMA	547 352.9%	235 479.6%	486 391.9%	411 403.0%	134 558.5%	352 445.5%	357 451.8%	317 473.1%	123 534.9%

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	138	42	111	91	23	76	70	59	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
2.0%	3		2	1			1	1	1
	2.2%		1.8%	1.1%			1.4%	1.7%	4.8%
2.5%	1	1	1	1		1	1	1	
	.7%	2.4%	.9%	1.1%		1.3%	1.4%	1.7%	
3.0%	6	3	5	4	1	3	4	2	2
	4.3%	7.1%	4.5%	4.4%	4.3%	3.9%	5.7%	3.4%	9.5%
3.5%	3	1	3	3		2	1	1	
	2.2%	2.4%	2.7%	3.3%		2.6%	1.4%	1.7%	
4.0%	20	10	18	14	3	13	14	11	4
	14.5%	23.8%	16.2%	15.4%	13.0%	17.1%	20.0%	18.6%	19.0%
4.5%	2	1	2	2	1	2	2	1	1
	1.4%	2.4%	1.8%	2.2%	4.3%	2.6%	2.9%	1.7%	4.8%
5.0%	23	6	14	14	5	13	12	10	2
	16.7%	14.3%	12.6%	15.4%	21.7%	17.1%	17.1%	16.9%	9.5%
5.5%	3		2	2		2	2	1	
	2.2%		1.8%	2.2%		2.6%	2.9%	1.7%	
5.6%	1	1					1	1	1
	.7%	2.4%					1.4%	1.7%	4.8%
6.0%	34	9	30	25	7	19	13	17	4
	24.6%	21.4%	27.0%	27.5%	30.4%	25.0%	18.6%	28.8%	19.0%
6.5%	3	1	3	3		1		2	
	2.2%	2.4%	2.7%	3.3%		1.3%		3.4%	
7.0%	17	3	17	12	3	8	7	5	5
	12.3%	7.1%	15.3%	13.2%	13.0%	10.5%	10.0%	8.5%	23.8%
7.5%	1		1			1			
	.7%		.9%			1.3%			

(CONTINUED...)

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
8.0%	17 12.3%	4 9.5%	9 8.1%	6 6.6%	1 4.3%	8 10.5%	10 14.3%	4 6.8%	1 4.8%
9.0%	3 2.2%	1 2.4%	3 2.7%	3 3.3%	1 4.3%	2 2.6%	1 1.4%	1 1.7%	
10.0%	1 .7%	1 2.4%	1 .9%	1 1.1%	1 4.3%	1 1.3%	1 1.4%	1 1.7%	
NO ANSWER	17	7	13	11	1	3	9	8	2
BASE	138	42	111	91	23	76	70	59	21
MEAN	5.70	5.42	5.67	5.62	5.85	5.68	5.54	5.50	5.29
SIGMA	155 99.9%	49 100.0%	124 99.9%	102 100.1%	24 99.6%	79 99.7%	79 99.9%	67 100.0%	23 100.0%

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	129 100.0%	39 100.0%	102 100.0%	85 100.0%	21 100.0%	68 100.0%	66 100.0%	55 100.0%	21 100.0%
2.0%	3 2.3%	2 5.1%	2 2.0%	2 2.4%	1 4.8%	2 2.9%	2 3.0%	1 1.8%	
2.1%	1 .8%	1 2.6%	1 1.0%	1 1.2%		1 1.5%	1 1.5%	1 1.8%	1 4.8%
3.0%	3 2.3%		3 2.9%	3 3.5%	1 4.8%	1 1.5%	2 3.0%	1 1.8%	1 4.8%
4.0%	4 3.1%	1 2.6%	3 2.9%	3 3.5%	1 4.8%	1 1.5%	1 1.5%	2 3.6%	
4.5%	1 .8%	1 2.6%	1 1.0%	1 1.2%		1 1.5%	1 1.5%	1 1.8%	
4.9%	1 .8%			1 1.2%		1 1.5%			
5.0%	7 5.4%	3 7.7%	6 5.9%	4 4.7%	2 9.5%	4 5.9%	6 9.1%	6 10.9%	1 4.8%
5.5%	3 2.3%	1 2.6%	3 2.9%	2 2.4%		2 2.9%	2 3.0%	3 5.5%	2 9.5%
5.6%	1 .8%	1 2.6%	1 1.0%	1 1.2%	1 4.8%	1 1.5%	1 1.5%	1 1.8%	
5.8%	1 .8%		1 1.0%	1 1.2%					
6.0%	31 24.0%	6 15.4%	25 24.5%	20 23.5%	3 14.3%	16 23.5%	15 22.7%	12 21.8%	7 33.3%
6.1%	1 .8%		1 1.0%	1 1.2%					
6.2%	1 .8%		1 1.0%	1 1.2%					

(CONTINUED...)

1991 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 3-1

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARES
6.3%	1 .8%						1 1.5%		
6.5%	20 15.5%	5 12.8%	16 15.7%	14 16.5%	3 14.3%	15 22.1%	9 13.6%	8 14.5%	3 14.3%
7.0%	31 24.0%	12 30.8%	24 23.5%	20 23.5%	5 23.8%	16 23.5%	18 27.3%	11 20.0%	5 23.8%
7.5%	4 3.1%	1 2.6%	3 2.9%	4 4.7%	1 4.8%	2 2.9%	1 1.5%	3 5.5%	
8.0%	12 9.3%	4 10.3%	10 9.8%	6 7.1%	2 9.5%	5 7.4%	4 6.1%	3 5.5%	
8.1%	1 .8%	1 2.6%					1 1.5%	1 1.8%	1 4.8%
10.0%	1 .8%				1 4.8%		1 1.5%	1 1.8%	
11.0%	1 .8%		1 1.0%						
NO ANSWER	26	10	22	17	3	11	13	12	2
BASE	129	39	102	85	21	68	66	55	21
MEAN	6.30	6.17	6.25	6.12	6.22	6.17	6.15	6.13	5.99
SIGMA	155 100.1%	49 100.3%	124 100.0%	102 100.2%	24 100.2%	79 100.1%	79 99.8%	67 99.9%	23 100.1%

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	85 100.0%	29 100.0%	71 100.0%	61 100.0%	13 100.0%	49 100.0%	44 100.0%	36 100.0%	13 100.0%
0.5%	3 3.5%	2 6.9%	3 4.2%	3 4.9%		2 4.1%	3 6.8%	3 8.3%	2 15.4%
0.7%	1 1.2%		1 1.4%			1 2.0%			
1.0%	20 23.5%	5 17.2%	14 19.7%	14 23.0%	2 15.4%	9 18.4%	9 20.5%	8 22.2%	2 15.4%
1.1%	1 1.2%	1 3.4%	1 1.4%				1 2.3%	1 2.8%	
1.5%	5 5.9%	1 3.4%	3 4.2%	3 4.9%	1 7.7%	3 6.1%	3 6.8%	2 5.6%	1 7.7%
2.0%	23 27.1%	9 31.0%	22 31.0%	19 31.1%	6 46.2%	12 24.5%	12 27.3%	12 33.3%	5 38.5%
2.1%	2 2.4%		1 1.4%	1 1.6%		2 4.1%		1 2.8%	
2.2%	1 1.2%		1 1.4%	1 1.6%		1 2.0%	1 2.3%		
2.4%	1 1.2%		1 1.4%	1 1.6%					
2.5%	5 5.9%	1 3.4%	5 7.0%	4 6.6%	1 7.7%	3 6.1%	3 6.8%	3 8.3%	
3.0%	8 9.4%	4 13.8%	6 8.5%	6 9.8%	1 7.7%	4 8.2%	4 9.1%	3 8.3%	
3.5%	1 1.2%		1 1.4%	1 1.6%		1 2.0%	1 2.3%	1 2.8%	1 7.7%
4.0%	4 4.7%	1 3.4%	4 5.6%	2 3.3%	1 7.7%	4 8.2%	1 2.3%	1 2.8%	

(CONTINUED...)

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
5.0%	3 3.5%	1 3.4%	2 2.8%	2 3.3%	1 7.7%	1 2.0%	2 4.5%		1 7.7%
6.0%	2 2.4%	1 3.4%	2 2.8%	2 3.3%		2 4.1%	2 4.5%	1 2.8%	
7.0%	2 2.4%	1 3.4%	2 2.8%	1 1.6%		2 4.1%	1 2.3%		1 7.7%
8.0%	1 1.2%	1 3.4%	1 1.4%			1 2.0%			
10.0%	1 1.2%	1 3.4%				1 2.0%	1 2.3%		
80.0%	1 1.2%		1 1.4%	1 1.6%					
NO ANSWER	70	20	53	41	11	30	35	31	10
BASE	85	29	71	61	13	49	44	36	13
MEAN	3.30	2.80	3.47	3.50	2.31	2.73	2.46	1.94	2.31
SIGMA	155 100.3%	49 99.5%	124 99.8%	102 99.8%	24 100.1%	79 99.9%	79 100.1%	67 100.0%	23 100.1%

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	127	40	100	81	21	67	65	54	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.5%	2	1	2	1		1	1	1	
	1.6%	2.5%	2.0%	1.2%		1.5%	1.5%	1.9%	
1.0%	5	1	5	5	3	1	3	2	2
	3.9%	2.5%	5.0%	6.2%	14.3%	1.5%	4.6%	3.7%	9.5%
1.5%	1	1	1	1		1	1		
	.8%	2.5%	1.0%	1.2%		1.5%	1.5%		
2.0%	5	3	4	3		3	3	3	
	3.9%	7.5%	4.0%	3.7%		4.5%	4.6%	5.6%	
6.0%	3	1	3	3	1	1	2	1	1
	2.4%	2.5%	3.0%	3.7%	4.8%	1.5%	3.1%	1.9%	4.8%
7.0%	4	1	3	2		3	2	1	2
	3.1%	2.5%	3.0%	2.5%		4.5%	3.1%	1.9%	9.5%
7.4%	1		1	1					
	.8%		1.0%	1.2%					
7.5%	5	1	4	3		1	3	3	
	3.9%	2.5%	4.0%	3.7%		1.5%	4.6%	5.6%	
7.9%	1		1	1			1	1	
	.8%		1.0%	1.2%			1.5%	1.9%	
8.0%	8	2	8	3	1	7	2		1
	6.3%	5.0%	8.0%	3.7%	4.8%	10.4%	3.1%		4.8%
8.2%	1		1	1				1	
	.8%		1.0%	1.2%				1.9%	
8.5%	5	2	3	3		2	2	2	1
	3.9%	5.0%	3.0%	3.7%		3.0%	3.1%	3.7%	4.8%
9.0%	19	7	13	13	5	14	10	10	5
	15.0%	17.5%	13.0%	16.0%	23.8%	20.9%	15.4%	18.5%	23.8%

(CONTINUED...)

1991 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 5-1

Q.2- YOUR FORECAST FOR 1991 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
9.4%	2 1.6%		1 1.0%	2 2.5%		1 1.5%			
9.5%	11 8.7%	2 5.0%	8 8.0%	5 6.2%	1 4.8%	5 7.5%	5 7.7%	4 7.4%	2 9.5%
9.7%	1 .8%	1 2.5%	1 1.0%	1 1.2%		1 1.5%	1 1.5%		
10.0%	29 22.8%	5 12.5%	21 21.0%	16 19.8%	4 19.0%	14 20.9%	15 23.1%	9 16.7%	3 14.3%
10.5%	8 6.3%	2 5.0%	7 7.0%	6 7.4%	2 9.5%	4 6.0%	4 6.2%	6 11.1%	2 9.5%
11.0%	7 5.5%	5 12.5%	7 7.0%	4 4.9%		4 6.0%	4 6.2%	3 5.6%	2 9.5%
11.5%	3 2.4%	2 5.0%	2 2.0%	2 2.5%	2 9.5%	2 3.0%	2 3.1%	3 5.6%	
12.0%	4 3.1%	2 5.0%	3 3.0%	4 4.9%	2 9.5%	1 1.5%	2 3.1%	3 5.6%	
12.5%	1 .8%		1 1.0%	1 1.2%		1 1.5%	1 1.5%	1 1.9%	
13.0%	1 .8%	1 2.5%					1 1.5%		
NO ANSWER	28	9	24	21	3	12	14	13	2
BASE	127	40	100	81	21	67	65	54	21
MEAN	8.61	8.51	8.42	8.44	8.55	8.70	8.56	8.78	8.36
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 99.8%	24 100.0%	79 100.2%	79 100.0%	67 100.5%	23 100.0%

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

Q.3- HAS COMPANY'S TAX LIABILITY INCREASE OR DECREASED COMPARED TO 1985

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	155	49	124	102	24	79	79	67	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	128	43	101	83	22	70	69	56	20
	82.6%	87.8%	81.5%	81.4%	91.7%	88.6%	87.3%	83.6%	87.0%
DECREASED	10	3	9	7	1	4	5	4	1
	6.5%	6.1%	7.3%	6.9%	4.2%	5.1%	6.3%	6.0%	4.3%
NO CHANGE	17	3	14	12	1	5	5	7	2
	11.0%	6.1%	11.3%	11.8%	4.2%	6.3%	6.3%	10.4%	8.7%
SIGMA	155	49	124	102	24	79	79	67	23
	100.1%	100.0%	100.1%	100.1%	100.1%	100.0%	99.9%	100.0%	100.0%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
ROLLBACK GASOLINE EXCISE TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1 - MOST IMPORTANT (8)	10 7.2%	5 11.1%	9 8.2%	9 9.8%	3 13.6%	7 9.5%	8 11.6%	6 9.8%	4 19.0%
2 (7)	19 13.7%	6 13.3%	17 15.5%	9 9.8%	1 4.5%	7 9.5%	6 8.7%	11 18.0%	5 23.8%
3 (6)	15 10.8%	9 20.0%	14 12.7%	10 10.9%	2 9.1%	12 16.2%	9 13.0%	6 9.8%	2 9.5%
4 (5)	13 9.4%	3 6.7%	9 8.2%	10 10.9%	1 4.5%	5 6.8%	6 8.7%	6 9.8%	1 4.8%
5 (4)	24 17.3%	8 17.8%	17 15.5%	15 16.3%	3 13.6%	13 17.6%	12 17.4%	8 13.1%	2 9.5%
6 (3)	23 16.5%	8 17.8%	17 15.5%	16 17.4%	6 27.3%	13 17.6%	10 14.5%	5 8.2%	4 19.0%
7 (2)	19 13.7%	3 6.7%	13 11.8%	14 15.2%	4 18.2%	11 14.9%	8 11.6%	11 18.0%	2 9.5%
8 - LEAST IMPORTANT (1)	16 11.5%	3 6.7%	14 12.7%	9 9.8%	2 9.1%	6 8.1%	10 14.5%	8 13.1%	1 4.8%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.22	4.80	4.36	4.24	4.00	4.34	4.26	4.39	5.19
SIGMA	155 100.1%	49 100.1%	124 100.1%	102 100.1%	24 99.9%	79 100.2%	79 100.0%	67 99.8%	23 99.9%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
RESTORE INVESTMENT TAX CREDIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	139	45	110	92	22	74	69	61	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1 - MOST IMPORTANT (8)	14	6	12	6	2	10	9	5	2
	10.1%	13.3%	10.9%	6.5%	9.1%	13.5%	13.0%	8.2%	9.5%
2 (7)	14	6	11	9	2	9	6	7	3
	10.1%	13.3%	10.0%	9.8%	9.1%	12.2%	8.7%	11.5%	14.3%
3 (6)	21	3	11	13	3	8	8	8	2
	15.1%	6.7%	10.0%	14.1%	13.6%	10.8%	11.6%	13.1%	9.5%
4 (5)	17	6	13	10	1	9	10	5	2
	12.2%	13.3%	11.8%	10.9%	4.5%	12.2%	14.5%	8.2%	9.5%
5 (4)	20	5	15	12	4	9	7	7	3
	14.4%	11.1%	13.6%	13.0%	18.2%	12.2%	10.1%	11.5%	14.3%
6 (3)	21	8	18	16	5	11	12	12	5
	15.1%	17.8%	16.4%	17.4%	22.7%	14.9%	17.4%	19.7%	23.8%
7 (2)	18	6	17	15	2	12	8	6	1
	12.9%	13.3%	15.5%	16.3%	9.1%	16.2%	11.6%	9.8%	4.8%
8 - LEAST IMPORTANT (1)	14	5	13	11	3	6	9	11	3
	10.1%	11.1%	11.8%	12.0%	13.6%	8.1%	13.0%	18.0%	14.3%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.42	4.42	4.23	4.09	4.14	4.53	4.36	4.08	4.33
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	99.9%	100.0%	100.0%	99.9%	100.1%	99.9%	100.0%	100.0%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1 - MOST IMPORTANT (8)	15 10.8%	4 8.9%	14 12.7%	12 13.0%	4 18.2%	10 13.5%	9 13.0%	6 9.8%	2 9.5%
2 (7)	25 18.0%	7 15.6%	16 14.5%	16 17.4%	3 13.6%	13 17.6%	15 21.7%	8 13.1%	4 19.0%
3 (6)	23 16.5%	6 13.3%	18 16.4%	16 17.4%		12 16.2%	9 13.0%	14 23.0%	5 23.8%
4 (5)	30 21.6%	12 26.7%	26 23.6%	21 22.8%	7 31.8%	15 20.3%	16 23.2%	13 21.3%	4 19.0%
5 (4)	15 10.8%	4 8.9%	13 11.8%	10 10.9%	1 4.5%	6 8.1%	6 8.7%	6 9.8%	2 9.5%
6 (3)	15 10.8%	7 15.6%	10 9.1%	9 9.8%	2 9.1%	10 13.5%	6 8.7%	5 8.2%	1 4.8%
7 (2)	11 7.9%	3 6.7%	10 9.1%	7 7.6%	5 22.7%	6 8.1%	6 8.7%	6 9.8%	1 4.8%
8 - LEAST IMPORTANT (1)	5 3.6%	2 4.4%	3 2.7%	1 1.1%		2 2.7%	2 2.9%	3 4.9%	2 9.5%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.14	4.93	5.16	5.34	4.91	5.22	5.32	5.03	5.19
SIGMA	155 100.0%	49 100.1%	124 99.9%	102 100.0%	24 99.9%	79 100.0%	79 99.9%	67 99.9%	23 99.9%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1 - MOST IMPORTANT (8)	1 .7%		1 .9%	1 1.1%					
2 (7)	6 4.3%	3 6.7%	5 4.5%	3 3.3%	2 9.1%	3 4.1%	5 7.2%	3 4.9%	1 4.8%
3 (6)	10 7.2%	2 4.4%	9 8.2%	6 6.5%	1 4.5%	5 6.8%	6 8.7%	4 6.6%	1 4.8%
4 (5)	11 7.9%	4 8.9%	7 6.4%	7 7.6%	1 4.5%	7 9.5%	2 2.9%	3 4.9%	1 4.8%
5 (4)	12 8.6%	5 11.1%	7 6.4%	9 9.8%	3 13.6%	8 10.8%	8 11.6%	7 11.5%	3 14.3%
6 (3)	27 19.4%	5 11.1%	25 22.7%	18 19.6%	5 22.7%	13 17.6%	12 17.4%	12 19.7%	1 4.8%
7 (2)	41 29.5%	17 37.8%	31 28.2%	25 27.2%	4 18.2%	20 27.0%	22 31.9%	17 27.9%	9 42.9%
8 - LEAST IMPORTANT (1)	31 22.3%	9 20.0%	25 22.7%	23 25.0%	6 27.3%	18 24.3%	14 20.3%	15 24.6%	5 23.8%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	2.93	2.91	2.93	2.86	3.00	2.91	3.00	2.84	2.67
SIGMA	155 99.9%	49 100.0%	124 100.0%	102 100.1%	24 99.9%	79 100.1%	79 100.0%	67 100.1%	23 100.2%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
PERMIT FULL DEDUCTION OF HEALTH INSURANCE COVERAGE FOR
SELF-EMPLOYED, PARTNERS AND S CORPORATION SHAREHOLDERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	139	45	110	92	22	74	69	61	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1 - MOST IMPORTANT (8)	28	5	21	14	3	13	11	14	3
	20.1%	11.1%	19.1%	15.2%	13.6%	17.6%	15.9%	23.0%	14.3%
2 (7)	25	10	20	18	7	16	13	9	5
	18.0%	22.2%	18.2%	19.6%	31.8%	21.6%	18.8%	14.8%	23.8%
3 (6)	15	8	12	11	6	9	11	11	2
	10.8%	17.8%	10.9%	12.0%	27.3%	12.2%	15.9%	18.0%	9.5%
4 (5)	15	8	13	10	3	7	8	8	1
	10.8%	17.8%	11.8%	10.9%	13.6%	9.5%	11.6%	13.1%	4.8%
5 (4)	17	3	14	11		9	9	7	2
	12.2%	6.7%	12.7%	12.0%		12.2%	13.0%	11.5%	9.5%
6 (3)	13	4	8	7	1	6	8	5	4
	9.4%	8.9%	7.3%	7.6%	4.5%	8.1%	11.6%	8.2%	19.0%
7 (2)	7	3	6	7	1	5	4	3	2
	5.0%	6.7%	5.5%	7.6%	4.5%	6.8%	5.8%	4.9%	9.5%
8 - LEAST IMPORTANT (1)	19	4	16	14	1	9	5	4	2
	13.7%	8.9%	14.5%	15.2%	4.5%	12.2%	7.2%	6.6%	9.5%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.07	5.16	5.03	4.86	5.91	5.11	5.19	5.48	4.86
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.1%	100.0%	100.1%	99.8%	100.2%	99.8%	100.1%	99.9%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
PAYROLL TAX SIMPLIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1 - MOST IMPORTANT (8)	6 4.3%	3 6.7%	6 5.5%	6 6.5%	1 4.5%	3 4.1%	2 2.9%	4 6.6%	1 4.8%
2 (7)	10 7.2%	1 2.2%	9 8.2%	9 9.8%	1 4.5%	6 8.1%	3 4.3%	4 6.6%	
3 (6)	16 11.5%	5 11.1%	13 11.8%	14 15.2%	3 13.6%	8 10.8%	8 11.6%	6 9.8%	2 9.5%
4 (5)	9 6.5%	2 4.4%	7 6.4%	4 4.3%		5 6.8%	5 7.2%	4 6.6%	2 9.5%
5 (4)	21 15.1%	9 20.0%	17 15.5%	13 14.1%	4 18.2%	11 14.9%	11 15.9%	12 19.7%	5 23.8%
6 (3)	19 13.7%	4 8.9%	16 14.5%	13 14.1%	3 13.6%	10 13.5%	12 17.4%	10 16.4%	1 4.8%
7 (2)	23 16.5%	5 11.1%	18 16.4%	14 15.2%	3 13.6%	11 14.9%	9 13.0%	8 13.1%	3 14.3%
8 - LEAST IMPORTANT (1)	35 25.2%	16 35.6%	24 21.8%	19 20.7%	7 31.8%	20 27.0%	19 27.5%	13 21.3%	7 33.3%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	3.46	3.22	3.64	3.84	3.23	3.45	3.29	3.66	3.14
SIGMA	155 100.0%	49 100.0%	124 100.1%	102 99.9%	24 99.8%	79 100.1%	79 99.8%	67 100.1%	23 100.0%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
RESTORE IRA DEDUCTION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1. - MOST IMPORTANT (8)	15 10.8%	3 6.7%	10 9.1%	9 9.8%	2 9.1%	7 9.5%	6 8.7%	4 6.6%	2 9.5%
2 (7)	24 17.3%	7 15.6%	18 16.4%	15 16.3%	2 9.1%	11 14.9%	10 14.5%	13 21.3%	2 9.5%
3 (6)	22 15.8%	6 13.3%	19 17.3%	15 16.3%	4 18.2%	11 14.9%	10 14.5%	7 11.5%	5 23.8%
4 (5)	28 20.1%	7 15.6%	20 18.2%	21 22.8%	5 22.7%	18 24.3%	15 21.7%	12 19.7%	7 33.3%
5 (4)	18 12.9%	7 15.6%	17 15.5%	13 14.1%	4 18.2%	11 14.9%	10 14.5%	9 14.8%	1 4.8%
6 (3)	9 6.5%	4 8.9%	5 4.5%	4 4.3%		3 4.1%	3 4.3%	4 6.6%	2 9.5%
7 (2)	12 8.6%	7 15.6%	10 9.1%	5 5.4%	3 13.6%	6 8.1%	9 13.0%	6 9.8%	2 9.5%
8 - LEAST IMPORTANT (1)	11 7.9%	4 8.9%	11 10.0%	10 10.9%	2 9.1%	7 9.5%	6 8.7%	6 9.8%	
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.99	4.49	4.86	4.96	4.68	4.88	4.73	4.77	5.19
SIGMA	155 99.9%	49 100.2%	124 100.1%	102 99.9%	24 100.0%	79 100.2%	79 99.9%	67 100.1%	23 99.9%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
REDUCE FICA, FUTA, AND SELF-EMPLOYMENT TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	139 100.0%	45 100.0%	110 100.0%	92 100.0%	22 100.0%	74 100.0%	69 100.0%	61 100.0%	21 100.0%
1 - MOST IMPORTANT (8)	50 36.0%	19 42.2%	37 33.6%	35 38.0%	7 31.8%	24 32.4%	24 34.8%	22 36.1%	7 33.3%
2 (7)	16 11.5%	5 11.1%	14 12.7%	13 14.1%	4 18.2%	9 12.2%	11 15.9%	6 9.8%	1 4.8%
3 (6)	17 12.2%	6 13.3%	14 12.7%	7 7.6%	3 13.6%	9 12.2%	8 11.6%	5 8.2%	2 9.5%
4 (5)	16 11.5%	3 6.7%	15 13.6%	9 9.8%	4 18.2%	8 10.8%	7 10.1%	10 16.4%	3 14.3%
5 (4)	12 8.6%	4 8.9%	10 9.1%	9 9.8%	3 13.6%	7 9.5%	6 8.7%	5 8.2%	3 14.3%
6 (3)	12 8.6%	5 11.1%	11 10.0%	9 9.8%		8 10.8%	6 8.7%	8 13.1%	3 14.3%
7 (2)	8 5.8%	1 2.2%	5 4.5%	5 5.4%		3 4.1%	3 4.3%	4 6.6%	1 4.8%
8 - LEAST IMPORTANT (1)	8 5.8%	2 4.4%	4 3.6%	5 5.4%	1 4.5%	6 8.1%	4 5.8%	1 1.6%	1 4.8%
NO ANSWER	16	4	14	10	2	5	10	6	2
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.77	6.07	5.82	5.83	6.14	5.58	5.86	5.75	5.43
SIGMA	155 100.0%	49 99.9%	124 99.8%	102 99.9%	24 99.9%	79 100.1%	79 99.9%	67 100.0%	23 100.1%

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
(MEAN SUMMARY EVALUATION)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
ROLLBACK GASOLINE EXCISE TAX									
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.22	4.80	4.36	4.24	4.00	4.34	4.26	4.39	5.19
RESTORE INVESTMENT TAX CREDIT									
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.42	4.42	4.23	4.09	4.14	4.53	4.36	4.08	4.33
ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR									
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.14	4.93	5.16	5.34	4.91	5.22	5.32	5.03	5.19
ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX									
BASE	139	45	110	92	22	74	69	61	21
MEAN	2.93	2.91	2.93	2.86	3.00	2.91	3.00	2.84	2.67

(CONTINUED...)

Q.4- RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
(MEAN SUMMARY EVALUATION)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
PERMIT FULL DEDUCTION OF HEALTH INSURANCE COVERAGE FOR SELF-EMPLOYED, PARTNERS AND S CORPORATION SHAREHOLDERS									
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.07	5.16	5.03	4.86	5.91	5.11	5.19	5.48	4.86
PAYROLL TAX SIMPLIFICATION									
BASE	139	45	110	92	22	74	69	61	21
MEAN	3.46	3.22	3.64	3.84	3.23	3.45	3.29	3.66	3.14
RESTORE IRA DEDUCTION									
BASE	139	45	110	92	22	74	69	61	21
MEAN	4.99	4.49	4.86	4.96	4.68	4.88	4.73	4.77	5.19
REDUCE FICA, FUTA, AND SELF-EMPLOYMENT TAX									
BASE	139	45	110	92	22	74	69	61	21
MEAN	5.77	6.07	5.82	5.83	6.14	5.58	5.86	5.75	5.43

Q.5- IMPACT IMPORTS HAD ON COMPANY'S SALES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	154 100.0%	49 100.0%	123 100.0%	101 100.0%	24 100.0%	78 100.0%	78 100.0%	66 100.0%	23 100.0%
A SIGNIFICANT IMPACT	56 36.4%	18 36.7%	46 37.4%	40 39.6%	6 25.0%	29 37.2%	30 38.5%	21 31.8%	8 34.8%
A MINOR BUT GROWING IMPACT	83 53.9%	24 49.0%	66 53.7%	52 51.5%	18 75.0%	44 56.4%	43 55.1%	40 60.6%	11 47.8%
NO IMPACT AT ALL	15 9.7%	7 14.3%	11 8.9%	9 8.9%		5 6.4%	5 6.4%	5 7.6%	4 17.4%
NO ANSWER	1		1	1		1	1	1	
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	153	49	122	100	23	78	77	67	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	121	37	96	78	19	62	63	52	19
(3)	79.1%	75.5%	78.7%	78.0%	82.6%	79.5%	81.8%	77.6%	86.4%
MODERATELY IMPORTANT	31	11	25	21	3	15	13	14	3
(2)	20.3%	22.4%	20.5%	21.0%	13.0%	19.2%	16.9%	20.9%	13.6%
NOT IMPORTANT	1	1	1	1	1	1	1	1	
(1)	.7%	2.0%	.8%	1.0%	4.3%	1.3%	1.3%	1.5%	
NO ANSWER	2		2	2	1	1	2		1
BASE	153	49	122	100	23	78	77	67	22
MEAN	2.78	2.74	2.78	2.77	2.78	2.78	2.81	2.76	2.86
SIGMA	155	49	124	102	24	79	79	67	23
	100.1%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	151 100.0%	48 100.0%	120 100.0%	99 100.0%	22 100.0%	78 100.0%	76 100.0%	66 100.0%	22 100.0%
VERY IMPORTANT (3)	82 54.3%	31 64.6%	65 54.2%	54 54.5%	9 40.9%	41 52.6%	38 50.0%	36 54.5%	15 68.2%
MODERATELY IMPORTANT (2)	64 42.4%	17 35.4%	53 44.2%	41 41.4%	13 59.1%	35 44.9%	35 46.1%	29 43.9%	6 27.3%
NOT IMPORTANT (1)	5 3.3%		2 1.7%	4 4.0%		2 2.6%	3 3.9%	1 1.5%	1 4.5%
NO ANSWER	4	1	4	3	2	1	3	1	1
BASE	151	48	120	99	22	78	76	66	22
MEAN	2.51	2.65	2.53	2.51	2.41	2.50	2.46	2.53	2.64
SIGMA	155 100.0%	49 100.0%	124 100.1%	102 99.9%	24 100.0%	79 100.1%	79 100.0%	67 99.9%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION
IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	151 100.0%	49 100.0%	120 100.0%	99 100.0%	22 100.0%	78 100.0%	76 100.0%	66 100.0%	22 100.0%
VERY IMPORTANT (3)	68 45.0%	20 40.8%	55 45.8%	47 47.5%	11 50.0%	33 42.3%	33 43.4%	27 40.9%	7 31.8%
MODERATELY IMPORTANT (2)	72 47.7%	28 57.1%	58 48.3%	45 45.5%	10 45.5%	40 51.3%	37 48.7%	33 50.0%	11 50.0%
NOT IMPORTANT (1)	11 7.3%	1 2.0%	7 5.8%	7 7.1%	1 4.5%	5 6.4%	6 7.9%	6 9.1%	4 18.2%
NO ANSWER	4		4	3	2	1	3	1	1
BASE	151	49	120	99	22	78	76	66	22
MEAN	2.38	2.39	2.40	2.40	2.46	2.36	2.36	2.32	2.14
SIGMA	155 100.0%	49 99.9%	124 99.9%	102 100.1%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION
IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	149 100.0%	47 100.0%	118 100.0%	99 100.0%	22 100.0%	78 100.0%	74 100.0%	64 100.0%	22 100.0%
VERY IMPORTANT (3)	104 69.8%	32 68.1%	84 71.2%	66 66.7%	14 63.6%	59 75.6%	56 75.7%	45 70.3%	14 63.6%
MODERATELY IMPORTANT (2)	43 28.9%	14 29.8%	32 27.1%	32 32.3%	8 36.4%	18 23.1%	18 24.3%	19 29.7%	8 36.4%
NOT IMPORTANT (1)	2 1.3%	1 2.1%	2 1.7%	1 1.0%		1 1.3%			
NO ANSWER	6	2	6	3	2	1	5	3	1
BASE	149	47	118	99	22	78	74	64	22
MEAN	2.69	2.66	2.70	2.66	2.64	2.74	2.76	2.70	2.64
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION
IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARES
TOTAL ANSWERING	151 100.0%	48 100.0%	120 100.0%	99 100.0%	22 100.0%	78 100.0%	76 100.0%	66 100.0%	22 100.0%
VERY IMPORTANT (3)	77 51.0%	23 47.9%	61 50.8%	46 46.5%	12 54.5%	41 52.6%	35 46.1%	32 48.5%	12 54.5%
MODERATELY IMPORTANT (2)	67 44.4%	23 47.9%	53 44.2%	49 49.5%	10 45.5%	33 42.3%	36 47.4%	31 47.0%	10 45.5%
NOT IMPORTANT (1)	7 4.6%	2 4.2%	6 5.0%	4 4.0%		4 5.1%	5 6.6%	3 4.5%	
NO ANSWER	4	1	4	3	2	1	3	1	1
BASE	151	48	120	99	22	78	76	66	22
MEAN	2.46	2.44	2.46	2.42	2.55	2.47	2.40	2.44	2.55
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.1%	67 100.0%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION
IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	149 100.0%	48 100.0%	118 100.0%	97 100.0%	22 100.0%	76 100.0%	75 100.0%	65 100.0%	21 100.0%
VERY IMPORTANT (3)	99 66.4%	33 68.8%	79 66.9%	63 64.9%	16 72.7%	52 68.4%	51 68.0%	42 64.6%	13 61.9%
MODERATELY IMPORTANT (2)	41 27.5%	13 27.1%	34 28.8%	28 28.9%	5 22.7%	20 26.3%	23 30.7%	18 27.7%	8 38.1%
NOT IMPORTANT (1)	9 6.0%	2 4.2%	5 4.2%	6 6.2%	1 4.5%	4 5.3%	1 1.3%	5 7.7%	
NO ANSWER	6	1	6	5	2	3	4	2	2
BASE	149	48	118	97	22	76	75	65	21
MEAN	2.60	2.65	2.63	2.59	2.68	2.63	2.67	2.57	2.62
SIGMA	155 99.9%	49 100.1%	124 99.9%	102 100.0%	24 99.9%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.6- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARES
TOTAL ANSWERING	151 100.0%	48 100.0%	120 100.0%	98 100.0%	22 100.0%	77 100.0%	76 100.0%	67 100.0%	22 100.0%
VERY IMPORTANT (3)	59 39.1%	18 37.5%	46 38.3%	40 40.8%	10 45.5%	29 37.7%	30 39.5%	29 43.3%	7 31.8%
MODERATELY IMPORTANT (2)	57 37.7%	15 31.3%	44 36.7%	36 36.7%	4 18.2%	29 37.7%	25 32.9%	21 31.3%	8 36.4%
NOT IMPORTANT (1)	35 23.2%	15 31.3%	30 25.0%	22 22.4%	8 36.4%	19 24.7%	21 27.6%	17 25.4%	7 31.8%
NO ANSWER	4	1	4	4	2	2	3		1
BASE	151	48	120	98	22	77	76	67	22
MEAN	2.16	2.06	2.13	2.18	2.09	2.13	2.12	2.18	2.00
SIGMA	155 100.0%	49 100.1%	124 100.0%	102 99.9%	24 100.1%	79 100.1%	79 100.0%	67 100.0%	23 100.0%

Q.7A- BELIEVE A NATIONAL HEALTH INSURANCE PLAN
WILL LEAD TO REDUCED INSURANCE RATES FOR ALL

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	148	48	117	96	22	76	73	64	21
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	39	14	34	25	8	19	18	19	6
	26.4%	29.2%	29.1%	26.0%	36.4%	25.0%	24.7%	29.7%	28.6%
NO	109	34	83	71	14	57	55	45	15
	73.6%	70.8%	70.9%	74.0%	63.6%	75.0%	75.3%	70.3%	71.4%
NO ANSWER	7	1	7	6	2	3	6	3	2
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.7B- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS
EMPLOYERS SHOULD PAY FOR THE EMPLOYEE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	124 100.0%	39 100.0%	97 100.0%	82 100.0%	17 100.0%	64 100.0%	60 100.0%	55 100.0%	17 100.0%
10% - 19%	1 .8%			1 1.2%					
20% - 29%	3 2.4%	1 2.6%	3 3.1%	3 3.7%		1 1.6%	1 1.7%	1 1.8%	
40% - 49%	1 .8%	1 2.6%	1 1.0%			1 1.6%			
50% - 59%	34 27.4%	8 20.5%	28 28.9%	18 22.0%	3 17.6%	16 25.0%	12 20.0%	12 21.8%	4 23.5%
70% - 79%	9 7.3%	4 10.3%	7 7.2%	6 7.3%	2 11.8%	5 7.8%	3 5.0%	3 5.5%	1 5.9%
80% - 89%	17 13.7%	6 15.4%	15 15.5%	8 9.8%	2 11.8%	9 14.1%	12 20.0%	11 20.0%	
90% - 99%	6 4.8%	1 2.6%	2 2.1%	5 6.1%	2 11.8%	3 4.7%	3 5.0%	1 1.8%	1 5.9%
100%	53 42.7%	18 46.2%	41 42.3%	41 50.0%	8 47.1%	29 45.3%	29 48.3%	27 49.1%	11 64.7%
NO ANSWER	31	10	27	20	7	15	19	12	6
BASE	124	39	97	82	17	64	60	55	17
MEAN	78.20	80.44	77.50	80.73	84.71	80.19	83.00	82.18	86.18
SIGMA	155 99.9%	49 100.2%	124 100.1%	102 100.1%	24 100.1%	79 100.1%	79 100.0%	67 100.0%	23 100.0%

Q.78- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS
EMPLOYERS SHOULD PAY FOR THE FAMILY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	105 100.0%	30 100.0%	81 100.0%	70 100.0%	17 100.0%	52 100.0%	49 100.0%	47 100.0%	14 100.0%
10% - 19%	2 1.9%			2 2.9%					
20% - 29%	9 8.6%	4 13.3%	8 9.9%	6 8.6%	1 5.9%	4 7.7%	5 10.2%	5 10.6%	1 7.1%
50% - 59%	52 49.5%	13 43.3%	38 46.9%	34 48.6%	8 47.1%	28 53.8%	23 46.9%	23 48.9%	9 64.3%
60% - 69%	4 3.8%	2 6.7%	4 4.9%	2 2.9%	2 11.8%	3 5.8%	3 6.1%	2 4.3%	
70% - 79%	8 7.6%	2 6.7%	5 6.2%	6 8.6%	1 5.9%	3 5.8%	2 4.1%	2 4.3%	
80% - 89%	11 10.5%	2 6.7%	9 11.1%	6 8.6%	1 5.9%	3 5.8%	7 14.3%	7 14.9%	
100%	19 18.1%	7 23.3%	17 21.0%	14 20.0%	4 23.5%	11 21.2%	9 18.4%	8 17.0%	4 28.6%
NO ANSWER	50	19	43	32	7	27	30	20	9
BASE	105	30	81	70	17	52	49	47	14
MEAN	61.43	62.50	63.21	61.57	64.71	62.21	62.35	61.49	62.50
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.2%	24 100.1%	79 100.1%	79 100.0%	67 100.0%	23 100.0%

Q.7C- ROLE DOCTORS/HOSPITALS PLAY IN AFFECTING THIS ISSUE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	153 100.0%	49 100.0%	122 100.0%	101 100.0%	23 100.0%	78 100.0%	77 100.0%	66 100.0%	22 100.0%
MAJOR ROLE	104 68.0%	37 75.5%	87 71.3%	72 71.3%	20 87.0%	57 73.1%	53 68.8%	47 71.2%	16 72.7%
SIGNIFICANT ROLE	43 28.1%	11 22.4%	30 24.6%	26 25.7%	2 8.7%	17 21.8%	20 26.0%	16 24.2%	5 22.7%
MODEST ROLE	6 3.9%	1 2.0%	5 4.1%	3 3.0%	1 4.3%	4 5.1%	4 5.2%	3 4.5%	1 4.5%
NO ANSWER	2		2	1	1	1	2	1	1
SIGMA	155 100.0%	49 99.9%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 99.9%	23 99.9%

Q.7D- ROLE INSURANCE COMPANIES PLAY IN AFFECTING THIS ISSUE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	153	49	122	101	23	78	77	66	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MAJOR ROLE	105	36	86	69	20	58	51	42	13
	68.6%	73.5%	70.5%	68.3%	87.0%	74.4%	66.2%	63.6%	59.1%
SIGNIFICANT ROLE	44	13	33	30	3	19	25	22	8
	28.8%	26.5%	27.0%	29.7%	13.0%	24.4%	32.5%	33.3%	36.4%
MODEST ROLE	4		3	2		1	1	2	1
	2.6%		2.5%	2.0%		1.3%	1.3%	3.0%	4.5%
NO ANSWER	2		2	1	1	1	2	1	1
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	100.0%

Q.8- COMPANY'S MONTHLY CONTRIBUTION PERCENTAGE TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	81 100.0%	27 100.0%	65 100.0%	53 100.0%	13 100.0%	43 100.0%	40 100.0%	32 100.0%	14 100.0%
10% - 19%	1 1.2%		1 1.5%	1 1.9%					
20% - 29%	1 1.2%			1 1.9%					
50% - 59%	6 7.4%	2 7.4%	6 9.2%	2 3.8%	1 7.7%	1 2.3%	5 12.5%	4 12.5%	
70% - 79%	2 2.5%		1 1.5%	1 1.9%		2 4.7%			
80% - 89%	6 7.4%	1 3.7%	3 4.6%	1 1.9%		2 4.7%	2 5.0%	3 9.4%	1 7.1%
100%	65 80.2%	24 88.9%	54 83.1%	47 88.7%	12 92.3%	38 88.4%	33 82.5%	25 78.1%	13 92.9%
NO ANSWER	74	22	59	49	11	36	39	35	9
BASE	81	27	65	53	13	43	40	32	14
MEAN	92.12	95.56	92.65	94.09	96.15	96.63	92.75	91.88	98.57
SIGMA	155 99.9%	49 100.0%	124 99.9%	102 100.1%	24 100.0%	79 100.1%	79 100.0%	67 100.0%	23 100.0%

Q.8- COMPANY'S MONTHLY CONTRIBUTION PERCENTAGE TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	68	20	51	42	10	37	37	24	11
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
50% - 59%	5	3	4	1	1	2	4	3	
	7.4%	15.0%	7.8%	2.4%	10.0%	5.4%	10.8%	12.5%	
70% - 79%	1		1	1		1			
	1.5%		2.0%	2.4%		2.7%			
80% - 89%	5		2	1		2	2	2	1
	7.4%		3.9%	2.4%		5.4%	5.4%	8.3%	9.1%
90% - 99%	1		1	1			1		
	1.5%		2.0%	2.4%			2.7%		
100%	56	17	43	38	9	32	30	19	10
	82.4%	85.0%	84.3%	90.5%	90.0%	86.5%	81.1%	79.2%	90.9%
NO ANSWER	87	29	73	60	14	42	42	43	12
BASE	68	20	51	42	10	37	37	24	11
MEAN	94.27	92.50	94.51	97.38	95.00	95.41	93.24	92.08	98.18
SIGMA	155	49	124	102	24	79	79	67	23
	100.2%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.8- AVERAGE MONTHLY COST PER COVERED EMPLOYEE
FOR FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	74	26	60	49	14	38	37	32	12
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $150	10	4	7	4	2	5	7	3	2
	13.5%	15.4%	11.7%	8.2%	14.3%	13.2%	18.9%	9.4%	16.7%
$150 - $199	10	2	7	6	3	2	3	3	1
	13.5%	7.7%	11.7%	12.2%	21.4%	5.3%	8.1%	9.4%	8.3%
$200 - $249	13	4	11	9	1	7	6	6	1
	17.6%	15.4%	18.3%	18.4%	7.1%	18.4%	16.2%	18.8%	8.3%
$250 - $299	6	1	5	6	3	3	2	3	1
	8.1%	3.8%	8.3%	12.2%	21.4%	7.9%	5.4%	9.4%	8.3%
$300 - $349	9	4	7	5	1	4	6	5	4
	12.2%	15.4%	11.7%	10.2%	7.1%	10.5%	16.2%	15.6%	33.3%
$350 - $399	5	2	5	3	1	4	1	1	
	6.8%	7.7%	8.3%	6.1%	7.1%	10.5%	2.7%	3.1%	
$400 - $499	9	5	8	7		7	5	4	2
	12.2%	19.2%	13.3%	14.3%		18.4%	13.5%	12.5%	16.7%
$500 OR MORE	9	2	7	7	3	6	5	6	1
	12.2%	7.7%	11.7%	14.3%	21.4%	15.8%	13.5%	18.8%	8.3%
DON'T KNOW	3	2	3	2			2	1	
	4.1%	7.7%	5.0%	4.1%			5.4%	3.1%	
NO ANSWER	81	23	64	53	10	41	42	35	11
BASE	71	24	57	47	14	38	35	31	12
MEAN	286.27	288.21	289.63	303.72	287.71	314.92	280.09	304.94	272.92
SIGMA	155	49	124	102	24	79	79	67	23
	100.2%	100.0%	100.0%	100.0%	99.8%	100.0%	99.9%	100.1%	99.9%

Q.8- AVERAGE MONTHLY COST PER COVERED EMPLOYEE
FOR INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	56 100.0%	19 100.0%	44 100.0%	38 100.0%	10 100.0%	30 100.0%	31 100.0%	23 100.0%	9 100.0%
UNDER $150	7 12.5%	2 10.5%	5 11.4%	4 10.5%		3 10.0%	5 16.1%	2 8.7%	1 11.1%
$150 - $199	9 16.1%	2 10.5%	6 13.6%	5 13.2%	1 10.0%	3 10.0%	4 12.9%	1 4.3%	1 11.1%
$200 - $249	3 5.4%		3 6.8%	3 7.9%		3 10.0%	2 6.5%	1 4.3%	
$250 - $299	8 14.3%	3 15.8%	7 15.9%	5 13.2%	2 20.0%	2 6.7%	4 12.9%	3 13.0%	
$300 - $349	5 8.9%	1 5.3%	3 6.8%	3 7.9%		4 13.3%	2 6.5%	1 4.3%	1 11.1%
$350 - $399	13 23.2%	6 31.6%	11 25.0%	9 23.7%	6 60.0%	9 30.0%	10 32.3%	11 47.8%	5 55.6%
$400 - $499	6 10.7%	1 5.3%	4 9.1%	4 10.5%		3 10.0%		2 8.7%	1 11.1%
$500 OR MORE	4 7.1%	3 15.8%	4 9.1%	4 10.5%	1 10.0%	3 10.0%	3 9.7%	2 8.7%	
DON'T KNOW	1 1.8%	1 5.3%	1 2.3%	1 2.6%			1 3.2%		
NO ANSWER	99	30	80	64	14	49	48	44	14
BASE	55	18	43	37	10	30	30	23	9
MEAN	193.40	221.11	201.67	209.97	228.00	209.10	185.03	222.00	198.33
SIGMA	155 100.0%	49 100.1%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.1%	67 99.8%	23 100.0%

Q.9- COMPANY'S RECENT EXPERIENCE REGARDING AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	153	49	122	100	22	78	78	67	22
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASE (NET)	19	4	16	13	2	7	12	8	1
	12.4%	8.2%	13.1%	13.0%	9.1%	9.0%	15.4%	11.9%	4.5%
SIGNIFICANT DECREASE (1)	10	2	7	6	1	2	7	5	
	6.5%	4.1%	5.7%	6.0%	4.5%	2.6%	9.0%	7.5%	
MODERATE DECREASE (2)	9	2	9	7	1	5	5	3	1
	5.9%	4.1%	7.4%	7.0%	4.5%	6.4%	6.4%	4.5%	4.5%
NO CHANGE (3)	20	5	16	11	3	10	9	9	4
	13.1%	10.2%	13.1%	11.0%	13.6%	12.8%	11.5%	13.4%	18.2%
MODERATE INCREASE (4)	67	22	52	46	12	32	36	32	8
	43.8%	44.9%	42.6%	46.0%	54.5%	41.0%	46.2%	47.8%	36.4%
SIGNIFICANT INCREASE (5)	47	18	38	30	5	29	21	18	9
	30.7%	36.7%	31.1%	30.0%	22.7%	37.2%	26.9%	26.9%	40.9%
INCREASE (NET)	114	40	90	76	17	61	57	50	17
	74.5%	81.6%	73.8%	76.0%	77.3%	78.2%	73.1%	74.6%	77.3%
NO ANSWER	2		2	2	2	1	1		1
BASE	153	49	122	100	22	78	78	67	22
MEAN	3.86	4.06	3.86	3.87	3.86	4.04	3.76	3.82	4.14
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.0%	99.9%	100.0%	99.8%	100.0%	100.0%	100.1%	100.0%

Q.10- AGENCIES WHICH ARE RESPONSIBLE FOR INCREASE IN TIME AND EFFORT SPEND ON COMPLIANCE WITH PEGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	109 100.0%	39 100.0%	86 100.0%	74 100.0%	15 100.0%	60 100.0%	55 100.0%	47 100.0%	13 100.0%
IRS	100 91.7%	37 94.9%	79 91.9%	71 95.9%	14 93.3%	56 93.3%	50 90.9%	47 100.0%	13 100.0%
OSHA	9 8.3%	3 7.7%	6 7.0%	3 4.1%	1 6.7%	5 8.3%	5 9.1%	1 2.1%	
EPA	16 14.7%	6 15.4%	11 12.8%	9 12.2%	5 33.3%	6 10.0%	9 16.4%	5 10.6%	3 23.1%
TRANSPORTATION	16 14.7%	5 12.8%	14 16.3%	12 16.2%	4 26.7%	8 13.3%	8 14.5%	6 12.8%	2 15.4%
COMMERCE	13 11.9%	4 10.3%	12 14.0%	9 12.2%	1 6.7%	9 15.0%	5 9.1%	6 12.8%	2 15.4%
OTHER	20 18.3%	6 15.4%	16 18.6%	13 17.6%	1 6.7%	12 20.0%	6 10.9%	3 6.4%	3 23.1%
NO ANSWER	5	1	4	2	2	1	2	3	4
SIGMA	179 159.6%	62 156.5%	142 160.6%	119 158.2%	28 173.4%	97 159.9%	85 150.9%	71 144.7%	27 177.0%

Q.11- TO WHOM DO YOU BLAME FOR FEDERAL BUDGET BREAKDOWN OF 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	151 100.0%	48 100.0%	121 100.0%	100 100.0%	24 100.0%	77 100.0%	78 100.0%	65 100.0%	21 100.0%
DEMOCRATS IN CONGRESS	53 35.1%	21 43.8%	45 37.2%	34 34.0%	12 50.0%	36 46.8%	32 41.0%	28 43.1%	13 61.9%
REPUBLICANS IN CONGRESS	5 3.3%	2 4.2%	3 2.5%	2 2.0%	3 12.5%	3 3.9%	4 5.1%	4 6.2%	1 4.8%
BOTH DEMOCRATS AND REPUBLICANS	60 39.7%	19 39.6%	49 40.5%	41 41.0%	8 33.3%	28 36.4%	27 34.6%	24 36.9%	6 28.6%
THE PRESIDENT	16 10.6%	4 8.3%	13 10.7%	11 11.0%	3 12.5%	8 10.4%	8 10.3%	6 9.2%	1 4.8%
THE PRESIDENT AND CONGRESS	62 41.1%	17 35.4%	44 36.4%	42 42.0%	10 41.7%	24 31.2%	34 43.6%	23 35.4%	4 19.0%
NO ANSWER	4	1	3	2		2	1	2	2
SIGMA	200 129.8%	64 131.3%	157 127.3%	132 130.0%	36 150.0%	101 128.7%	106 134.6%	87 130.8%	27 119.1%

Q.12- FAVOR POLITICAL CONTRIBUTION REFORM

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	150 100.0%	48 100.0%	119 100.0%	99 100.0%	24 100.0%	75 100.0%	76 100.0%	65 100.0%	23 100.0%
YES	135 90.0%	41 85.4%	106 89.1%	89 89.9%	21 87.5%	68 90.7%	66 86.8%	59 90.8%	19 82.6%
NO	15 10.0%	7 14.6%	13 10.9%	10 10.1%	3 12.5%	7 9.3%	10 13.2%	6 9.2%	4 17.4%
NO ANSWER	5	1	5	3		4	3	2	
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.12- FAVOR TERM LIMITS ON MEMBERS OF CONGRESS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	154 100.0%	48 100.0%	123 100.0%	102 100.0%	24 100.0%	78 100.0%	79 100.0%	67 100.0%	23 100.0%
YES	136 88.3%	44 91.7%	108 87.8%	89 87.3%	23 95.8%	71 91.0%	70 88.6%	59 88.1%	20 87.0%
NO	18 11.7%	4 8.3%	15 12.2%	13 12.7%	1 4.2%	7 9.0%	9 11.4%	8 11.9%	3 13.0%
NO ANSWER	1	1	1			1			
SIGMA	155 100.0%	49 100.0%	124 100.0%	102 100.0%	24 100.0%	79 100.0%	79 100.0%	67 100.0%	23 100.0%

Q.12- FAVOR A SINGLE SIX-YEAR TERM FOR THE PRESIDENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	147	46	116	98	24	76	75	64	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	60	20	42	37	9	33	28	20	6
	40.8%	43.5%	36.2%	37.8%	37.5%	43.4%	37.3%	31.3%	26.1%
NO	87	26	74	61	15	43	47	44	17
	59.2%	56.5%	63.8%	62.2%	62.5%	56.6%	62.7%	68.8%	73.9%
NO ANSWER	8	3	8	4		3	4	3	
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.13- RATING BUSINESS LOBBY'S PERFORMANCE DURING THE 101ST CONGRESS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	140 100.0%	47 100.0%	112 100.0%	95 100.0%	22 100.0%	72 100.0%	72 100.0%	60 100.0%	20 100.0%
EXCELLENT/ABOVE AVERAGE (NET)	42 30.0%	10 21.3%	36 32.1%	34 35.8%	5 22.7%	22 30.6%	18 25.0%	17 28.3%	5 25.0%
EXCELLENT (5)	2 1.4%		2 1.8%	2 2.1%	1 4.5%	2 2.8%	1 1.4%	1 1.7%	
ABOVE AVERAGE (4)	40 28.6%	10 21.3%	34 30.4%	32 33.7%	4 18.2%	20 27.8%	17 23.6%	16 26.7%	5 25.0%
AVERAGE (3)	75 53.6%	30 63.8%	59 52.7%	48 50.5%	12 54.5%	37 51.4%	39 54.2%	35 58.3%	10 50.0%
FAIR (2)	17 12.1%	5 10.6%	12 10.7%	11 11.6%	5 22.7%	10 13.9%	11 15.3%	6 10.0%	4 20.0%
BELOW AVERAGE (1)	6 4.3%	2 4.3%	5 4.5%	2 2.1%		3 4.2%	4 5.6%	2 3.3%	1 5.0%
FAIR/BELOW AVERAGE (NET)	23 16.4%	7 14.9%	17 15.2%	13 13.7%	5 22.7%	13 18.1%	15 20.8%	8 13.3%	5 25.0%
NO ANSWER	15	2	12	7	2	7	7	7	3
BASE	140	47	112	95	22	72	72	60	20
MEAN	3.11	3.02	3.14	3.22	3.05	3.11	3.00	3.13	2.95
SIGMA	155 100.0%	49 100.0%	124 100.1%	102 100.0%	24 99.9%	79 100.1%	79 100.1%	67 100.0%	23 100.0%

Q.14- EVALUATING THE AHMA GOVERNMENT RELATIONS INFORMATION RECEIVED

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	151	48	120	100	24	77	77	65	23
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
EXCELLENT/ABOVE AVERAGE (NET)	124	38	96	80	18	62	60	45	16
	82.1%	79.2%	80.0%	80.0%	75.0%	80.5%	77.9%	69.2%	69.6%
EXCELLENT	40	14	36	29	5	22	20	12	6
(5)	26.5%	29.2%	30.0%	29.0%	20.8%	28.6%	26.0%	18.5%	26.1%
ABOVE AVERAGE	84	24	60	51	13	40	40	33	10
(4)	55.6%	50.0%	50.0%	51.0%	54.2%	51.9%	51.9%	50.8%	43.5%
AVERAGE	26	9	23	19	6	15	16	20	7
(3)	17.2%	18.8%	19.2%	19.0%	25.0%	19.5%	20.8%	30.8%	30.4%
FAIR	1	1	1	1			1		
(2)	.7%	2.1%	.8%	1.0%			1.3%		
FAIR/BELOW AVERAGE (NET)	1	1	1	1			1		
	.7%	2.1%	.8%	1.0%			1.3%		
NO ANSWER	4	1	4	2		2	2	2	
BASE	151	48	120	100	24	77	77	65	23
MEAN	4.08	4.06	4.09	4.08	3.96	4.09	4.03	3.88	3.96
SIGMA	155	49	124	102	24	79	79	67	23
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

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